THE UNIVERSITY OF MICHIGAN
MAR 13 1963
PERIODICAL READING ROOM

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International Commerce

MAR 13 1963
PERIODICAL READING ROOM

March 4, 1963

Carl M. Blumenschein
opportunities for increased world trade

26th annual CHICAGO WORLD TRADE CONFERENCE

Robert J. McGorrin
progress through international trade

Carl J. Gilbert
international marketing possibilities

Robert W. Sarnoff
operations around the globe

Brooks McCormick
better business in world markets

Charles A. Hofstetter
exports, imports and services

Progress and Prosperity through International Trade

Business Bulletins *from around the world*

ANGOLA—Government's Economic Services authorize construction of $700,000 modern baking plant in Luanda by SAPAO, consortium of small companies. Plant will use up to 50 metric tons of wheat flour in 8-hour day. Also authorized is $1,785,000 investment in construction of two corn mills—one in Luanda and one in Lobito—by Sociedade Industrial dos Cereais, Lda. (SICEL).

BELGIUM—Exports expected to reach record $4.2 billion in 1962 (up from $3.96 billion in 1961), with imports also attaining new high of $4.3 billion ($4.22 billion in 1961). Exports in first 9 months of 1962 were 11% higher than in 1961, and imports gained 6%.

Some $15 million was borrowed from Credit Commercial by regional and municipal development groups for land purchases and building construction to attract new industries during 1962—over and above aid provided by Government in the form of subsidized interest rates and guarantees on loans for new investments.

Fansteel Metallurgical Corporation of Chicago and Societe Generale Metallurgique de Hoboken officially incorporated on December 19, with capitalization of 360 million francs ($7.2 million). New firm, S.A. Fansteel-Hoboken, will establish plant near Antwerp to process and make refractory metals tantalum, columbium, tungsten, molybdenum, and alloys.

CEYLON—Foreign residents will be permitted to obtain foreign exchange for travel abroad only once every 3 years.

DAHOMEY—Film company (DODACI) formed to produce weekly news films (16 mm. and 35 mm.) for exhibition in theaters and small towns by Dahomean Information Service. DODACI also to produce several documentaries and advertising films.

FRANCE—Cessna Aircraft Co. has subcontracted Reims-Aviation, in which it holds 49% interest, to manufacture in France Cessna's model 172 4-seater business plane.

Eastman-Kodak, Rochester, New York, will set up photographic-materials plant at Rennes (Brittany).

La Johnson Francaise purchases land near Compiegne for wax-production plant.

LEBANON—Unsweetened dried milk for chocolate- and biscuit-making may be imported under January 22 decree without prior license by qualified importers (those who earlier imported quantity of cocoa butter equal in weight to dried milk imported).

American Chicle Co. receives Government permission to build wholly-owned gum factory at Moukallas. Investment of $7-800,000 is anticipated.

LIBYA—Libyan American (Texas Gulf Producing Co.), in joint ownership with Esso Sirte and W. R. Grace and Company, completes 20-inch oil pipeline from Raguba Field in Concession 20, Cyrenaica, to Esso Libya's Zelten-Marsa Brega main pipeline to sea (about 56 miles). Current daily production is 30,000 barrels, to be increased to 45,000. Output is sold to Esso Libya for worldwide marketing. Libyan American is third U.S. company to undertake commercial sales of Libyan oil.

Crude-oil exports in fourth-quarter 1962 totalled 24.2 million barrels. Exports since September 1961 start of production have been 70.7 million barrels. Tested production rate for 256 producing wells was 375,748 barrels per day as of December 31.

Japanese Industry Floating Fair (on ship Sakura Maru) and 4-man Hong Kong trade delegation visited country in January, reflecting increasing attention paid Libya as result of oil boom.

PAKISTAN—Mitsubishi Shoji of Japan to provide machinery and technical assistance for rayon plant to be set up by Dawood Corporation at Chandraghona, East Pakistan. Plant, using locally-grown bamboo and costing approximately $12.5 million, to begin operations in 1965 and produce 10 tons of rayon pulp and 5 tons of cellophane daily.

SINGAPORE—Government announces Economic Development Board to establish fertilizer plant jointly with International Ore and Fertilizer Corporation of New York. Construction to begin in August on 20-acre site in Jurong Industrial Estate. Proximity to planned new wharf will permit importation of raw materials cheaply in bulk, reportedly from U.S. source. This represents first major American investment in Singapore's industrialization program.

SOUTH AFRICA—Plans for building $4,480,000 grain elevator at East London Harbor announced by General Manager of Railways. Elevator with 60,000-ton capacity and hourly intake and output capability of 1,000 tons to be completed by 1965.

TUNISIA—Provisional suspension of import duties and taxes announced for eggs, sheep and cattle, and olives and certain prepared explosives.

TURKEY—Tires removed from import lists as of January 1963. Action followed December opening of Turk-Pirelli Co. factory at Izmir, with initial annual capacity of 140,000 tires—about one-third of domestic consumption. Goodyear (120,000-tires annual capacity) and Royal Lastik (190,000 annual capacity) going into production this year.

Foreign trade reached record level in 1962. Total exports were valued at $376 million, highest since 1953 Korean-War boom, and imports hit new peak of $637 million (including $85 million of PL 480 wheat shipments).

UNITED KINGDOM—Ministry of Transport announces it has invited British shipowners and shipyards to submit concrete proposals for building and operating—with Government cooperation—Britain's first nuclear merchant ship. Decision to go ahead with construction sought by September 1963, which would allow for floating ship by 1967. Cost could be $8.4-$33.6 million, depending on type of ship selected. Announced purpose is economic nuclear ship even though first vessel might require Government subsidy for research and operating costs.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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the cover

The Chicago Association of Commerce and Industry and the Chicago International Trade Club are sponsoring the 26th annual Chicago World Trade Conference which opens today, March 4. The 2-day affair provides businessmen engaged in any aspect of international trade with an opportunity to obtain practical information. Businessmen successful in many fields of international trade are appearing on the program, as evidenced by the cover photos.

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formerly FOREIGN COMMERCE WEEKLY

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OUTLINES U.S. TRADE POLICY

International trade vital to world peace

Vigorous action required to lower drastically the tariffs and other trade barriers between advanced nations and developing countries

By CHRISTIAN A. HERTER

The President's Special Representative for Trade Negotiations

I have just come from Brussels and Geneva, where I had an opportunity to talk with members of the Common Market Commission and with GATT officials and representatives. The basic purpose of these visits and my trip to Paris was to make or renew the acquaintance of some of those with whom I shall be working in my new responsibilities. My intention has been to explore with them the more important elements of the task which lies ahead, if we are to bring to a successful conclusion the trade negotiations envisaged by the Trade Expansion Act.

I must emphasize at the outset that we in the United States Government are only beginning to formulate our ideas on many of the problems involved, and that we look forward to additional discussions, both bilateral and in the appropriate multilateral forums, as our thinking on these matters develops.

The history of the post-war years is in large part the history of close and fruitful economic cooperation among our countries. The next stage in the evolution of this cooperation must be aimed at vigorous action to lower drastically the tariffs and other trade barriers which continue to be interposed between the economies of the advanced nations and which hamper the growth of the developing countries.

This is, of course, the basic objective of the Trade Expansion Act—the most far reaching single piece of trade legislation ever approved by the American Congress. Adoption of this Act underlines the deep awareness of the American people of the vital importance to peace and security of ever closer economic relations among the countries of the free world.

CHRISTIAN A. HERTER

This is reflected in one of the stated purposes of the Act, "to strengthen economic relations with foreign countries through the development of open and non-discriminatory trading in the free world." The Act reflects as well an awareness of the fact that it is the advanced and economically strong countries which hold the key to the achievement of this objective. The American people are determined to join in the partnership of cooperative effort which is essential to this purpose.

Regardless of the setbacks that it may meet now and then, I am confident that the development of this partnership represents the true course of the history of our countries. I am convinced that the stream of powerful and constructive forces, which has carried us so far from the difficult days of the early post-war period, will not be stemmed. To try to do so would be to try to turn an irresistible tide.

Must agree on arrangements

In the field of trade our immediate task is to determine and agree upon the precise arrangements, cooperatively arrived at, which will be required if we are to turn a new page in the post-war story of the reduction of trade barriers. The negotiations which are in prospect will not be easy; there will inevitably be some hard bargaining ahead. But we must not allow narrow interest to obscure the greatness of the enterprise on which we are about to embark. If this enterprise is to succeed, we must establish at the very outset a sense of common purpose, of large mutual undertaking—a conspiracy if you will, to defeat the many small diversions and obstructions which, if not overcome, can prevent great accomplishment. For, the essential logic of our joint enterprise is that, by serving the broader and larger interests, our national interests, will thereby be served as well;

Whereas, if we seek to serve our national interests, narrowly conceived, we will neither succeed in satisfying these nor in reaching the larger goals to which we all subscribe.

Main elements

What are the main elements, as we see them—and I emphasize once more that our views are still preliminary—of the proposed trade negotiations?

To begin with, I believe that it is now widely recognized that the last round of tariff negotiations made it clear that

the traditional product-by-product approach, useful as it has been in the past, is no longer a satisfactory method of achieving meaningful tariff reductions on a broad front. Under present conditions, the linear approach to tariff cuts would appear to be the only practicable method of assuring significant results. Thus, in principle, the United States envisages proceeding in this fashion, although we have not yet been able to examine fully all the implications of the linear approach.

In thinking about these implications, one point does stand out clearly—the effectiveness of the linear approach itself can be largely nullified if the specific commodity exceptions from the rule of uniform tariff reduction become numerous. It is, therefore, important that the developed countries participating in the negotiations do their utmost to keep the list of exceptions to a minimum.

An important aspect of the job before us in the further reduction of non-tariff barriers to trade, particularly the elimination of protective quotas.

True, important progress has been made in this field, due in no small part to the efforts made in the OECD and its predecessor organization, as well as in GATT.

But the restrictions that remain are still numerous enough to frustrate a significant area of international trade. They will have to be examined and taken into account in any trade negotiations. If the potential benefits of substantial tariff reductions are to be realized, these must be accompanied by effective action to deal with those quotas that still remain.

So far as other types of non-tariff obstacles are concerned, we are prepared to join with other countries in identifying and examining both our own procedures and practices and those of other advanced countries which have a restrictive effect on the flow of trade. I note that the OECD has already initiated a variety of studies and consultations in this field. It may well be that the major contribution which this organization can make is in the identification of problem areas of this kind and the development of agreed methods for dealing with them.

I have also heard the view expressed from several sources that substantial tariff reductions must be accompanied by efforts to harmonize other aspects of commercial policy, such as export aids and anti-dumping provisions, and, even beyond purely commercial policy, to harmonize economic policy generally. As regards the former, we not only have no objection to joining in consultations on these matters, but we have already taken the initiative in the OECD to consult on specific anti-dumping actions now before the United States Government. We are prepared to expand this activity, although there are problems of conformity with our existing legislation which would have to be carefully studied.

As for the latter point—the harmonization of general economic policy—we have actively participated in the work of economic policy coordination in the OECD and will continue to do so. We believe that OECD can continue to provide an adequate framework for the examination and resolution of problems that may arise in this field.

Includes farm products

The trade negotiations which we have in mind cannot be limited to industrial goods. The exports of the United States, like those of some other countries, depend heavily on markets for agricultural commodities, especially in the European Economic Community. It may well be that for certain agricultural commodities the arrangements to be negotiated will be different from those applicable to manufactured goods or to other agricultural commodities. They may, for example, take the form of world-wide commodity agreements. But the fundamental fact remains that, while some difficult problems are involved, both agricultural and non-agricultural commodities must be dealt with together.

The prospective tariff negotiations will, of course, be conducted through the GATT and the tariff reductions achieved will be generalized in accordance with the most-favored-nation clause. Thus, the trade of the whole free world will benefit. How much it will benefit depends in good measure upon how many of the products of interest to the less-developed countries can be covered in the negotiations, including manufactured products of which they may be potential future suppliers. Broad and generous action by the industrialized members of the OECD looking to the inclusion of as many as possible of such items would be in line with the GATT ministerial declaration of November 1961 and with the resolution on trade and aid adopted by the OECD at its last ministerial meeting.

The forthcoming United Nations conference on trade and development—the implications of which the OECD already has under examination—makes it imperative that the trade negotiations help establish a new and healthy trade relationship with the less-developed countries. To accomplish this, it will probably be necessary to give the less-developed countries special consideration from the standpoint of reciprocity. There are, of course, many technical problems to be resolved in giving effect to this principle.

I am, of course, aware that in the past the escape clause provisions of our trade legislation have been widely regarded as inconsistent with the generally liberal approch of the United States to commercial policy and that a number of specific decisions to withdraw tariff concessions has caused difficulty to some of our suppliers. As you know, under previous legislation when an American industry was found to be suffering serious injury that could be attributed to increased imports resulting from tariff concessions, the only form of relief provided was a restoration of higher tariffs or import restrictions.

Act provides new approach

This is no longer the case. The Trade Expansion Act provides a new approach to the problems of readjustment created by increased imports. Under the act the response to such problems can take the form of domestic adjustment rather than trade restriction. Industries finding difficulties in adjusting to lower tariffs can be given various types of financial and tax aid to enable them to shift to new lines of production. Workers can be helped by retraining and other means. In those instances, where restrictive action may be taken, it may be only for a limited period. In short, the President now has a great deal more flexibility than he has ever had in offering alternatives to American firms hard pressed by import competition.

Open to suggestions

Moreover, we would be willing to examine any suggestions from other governments for more effective consultation on problems which may arise in this field.

We in the United States Government desire to make the fullest possible use of the authorities to reduce trade barriers given to the President in the Trade Expansion Act. Whether we can do so is not solely a matter of our own choosing. It depends in large part on the extent to which the economically developed countries of the free world are prepared to participate in this effort.

Excerpts of speech of Governor Herter before the Organization for Economic Cooperation and Development, (OECD) in Paris, January 31st, 1963.

ACTIVE IN TRADE FAIRS

The export manager is a lady and firm sells goods in 75 countries, wins 'E' flag

Audrey Marsh King boosts company's export sales to one-fifth of total business; firm only employs 80 but sells stencil cutters the world over

By ERNA S. HALLOCK

Staff Writer

There are many "she's" in U.S. export trade, but only a few of the "she's" are women. Usually they are ships.

Audrey Marsh King is the exception. She is one of the exceptional women in American export trade. Both at home and abroad she is known as the dynamic export manager of the Marsh Stencil Machine Company in Belleville, Ill.

Her company's overseas sales—boosted to one-fifth of its total business—demonstrate that she is an expert in export.

So does the golden "E-for-Export" pin she wears. The pin, symbol of export excellence, was presented to her when the company won President Kennedy's "E" award last December. Among all the company won President Kennedy's helped to win the award for their firms, Mrs. King is the first and—to date—the only woman.

Marsh Stencil, employing about 80 Belleville workers, is a small manufacturing plant. Its export business is big, and Mrs. King is making it grow.

Stencil cutting machines and supplies, electric tape machines, and felt point marking pens for marking and sealing freight shipments travel from the Marsh production plant to every part of the world. Their products are sold in 75 countries, from Austria and Japan to Southern Rhodesia and Venezuela. Every third stencil machine produced is shipped overseas.

WINS "E" AWARD: Accepting the Department of Commerce "E" pennant and certificate for the Marsh Stencil Co. are Walt Marsh, president, and Mrs. Audrey Marsh King, export manager of the company.

Mrs. King helps to drum up business by traveling abroad, attending trade fairs and meeting with Marsh distributors. At home, she welcomes overseas distributors when they visit the factory for sales and service training. Twenty distributors have come in the past two years. The company encourages them to make the trip.

"We like to do business with friends," Mrs. King says.

She also sees to it that Marsh export shipments—clearly marked and securely taped with the firm's own products—reach their destination.

Watches minor details

"Success in life, love, and business is mostly a matter of minor details," according to a Marsh sales message. Mrs. King is convinced that paying attention to minor details is particularly important in the export business. Errors in export shipments "can mean delays, fines, and bad customer relations," and Marsh Stencil's export manager is determined to keep them from happening.

Mrs. King, a member of the company's Board of Directors as well as its full-time export manager, has been contributing drive and enthusiasm to the firm's export business for the past 10 years. At the University of Illinois, she was graduated from the school of music. Now

Formula for success

Mrs. King's 5-point formula for export success:

❶ Make a decision now to start exporting.

❷ Set up your own export department.

❸ Ask the U.S. Department of Commerce for information you need.

❹ Appoint a list of qualified distributors in foreign countries.

❺ Prepare, promote, sell, and work with your overseas distributors just as hard as you do in the domestic market.

Another success formula—which Mrs. King would be too modest to suggest—might be "cherchez la femme"—preferably a "femme" like Audrey Marsh King.

she is ringing up export sales in the company of which her father, Walt Marsh, is President. Over the past five years, she has been ringing them up to the tune of a 90-percent increase.

When Marsh Stencil began to export 37 years ago, it shipped to just three countries—Canada, Mexico, and South Africa. The company, founded by Mrs. King's grandfather, her uncle, and her father, was then five years old.

Using the sales, traffic, billing, and other facilities which had been developed for domestic sales and service, Marsh Stencil pioneered its export business. Without excessive cost or risk, the methods that worked in the United States were successfully adapted to overseas markets.

From the beginning, the export business has been handled within the company. The firm is a built-in exporter.

The recent spurt in exports, stemming from an intensive sales drive inaugurated by Mrs. King, won the "E" for the company. The "E" citation, in which Secretary of Commerce Luther H. Hodges commended the company for its outstanding contribution to the Export Expansion Program of the United States Government, attributes Marsh Stencil's export success to "an aggressive and sustained sales campaign, product development, participation in trade fairs, and personal visits to overseas distributors."

40 new distributors

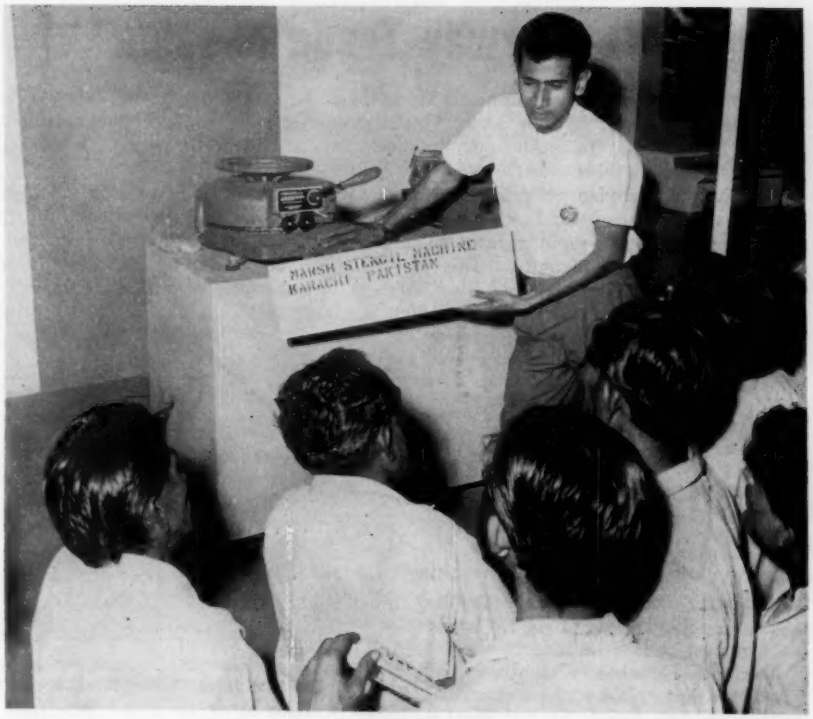
New overseas markets have been opened to Marsh products with the appointment of 40 additional distributors. The company now has 65 distributors in as many countries abroad.

A new product, the Marsh electric tape machine was introduced into export, and sales in 1961 went up by 40 percent.

The company, represented by its traveling export manager, has racked up sales and lined up distributors at trade fair exhibits around the world. Mrs. King is "sold" on the value of trade fair displays in opening new markets and expanding export sales. In 1961, Marsh Stencil participated in seven U.S. exhibitions staged by the Commerce Department at trade fairs abroad. Last year it participated in eight.

Mrs. King's export know-how increases her popularity as a public speaker as well as the market for Marsh products. As a speaker at export conferences and seminars, she shares her experience with businessmen who want to learn how to start exporting or how to expand their export volume.

Export trade is like breeding thoroughbred racehorses, she said at a recent conference on export trade in Chicago. "You can't breed nothing to nothing and expect to get something. A second-rate product, slipshod business methods, an on-again off-again attitude about exports will not enable you to get in or stay in export business.



PAKISTAN EXHIBIT: The Marsh Stencil Co. constantly participates in U.S. trade fairs overseas. The above photograph shows the organization's exhibit at the recent international exposition in Karachi.

'Odds in your favor'

"But if you manufacture high-quality products, determine they can be sold abroad, use sound business procedures, have established sales techniques, have respect for your overseas friends, and maintain a consistent and enthusiastic approach to export business, the odds are in your favor that you can be very successful."

Attendance at a week-long international trade conference helped Mrs. King herself learn the techniques of exporting when she was getting her start. That conference, plus attendance at international trade conventions and membership in international trade clubs, has been of special value to her in doing her job, she tells those who seek her advice in getting ahead as exporters.

It's a good way to meet people who can help you learn the "facts of international business," she says.

Syria eases customs entry of strike-delayed goods

Syria has acted to facilitate customs clearance of shipments delayed by the recent maritime strike, the U.S. Embassy in Damascus reports.

Expired import licenses which have not been utilized totally or partially will be renewed automatically for one time only under a January 24 Ministry of Economy decree. The importer must request renewal within 30 days from the day following expiration.

For import licenses which expired before January 24, renewals will be granted upon presentation of justificatory documents within the following 30 days. Special provisions govern merchandise on the import-prohibition and import-suspension lists. The Embassy believes that the decree is sufficiently liberal to provide ample relief to Syrian importers whose U.S. shipments may have been delayed.

Earlier reports on efforts to avert strike-caused hardships were carried in INTERNATIONAL COMMERCE on January 7 (p. 15), January 28 (p. 2), February 4 (p. 15), February 11 (p. 16), February 18 (p. 15), and February 25 (p. 8).

Denmark—Norway Trade Mission

A U.S. Machinery & Equipment Trade Mission to Denmark and Norway is scheduled for May 18 to June 23rd. Qualified businessmen are now being recruited for the Mission, and the business community is invited to send in Business Proposals for the Mission to work with in these two countries.

The Mission is planned primarily for the expansion of U.S. exports of high productivity machinery and equipment needed in Norway and Denmark.

In recent years the rapid pace of economic growth in these countries has begun to outstrip labor productivity. This is proving to be a limiting factor on new development. On the other hand, an increase in both international and domestic demand for certain products requires higher productivity equipment. This is the field the Mission will attempt to develop.

Business Proposals

Closing date is April 5th for Mission to Norway and Denmark; Answer 6 questions and experts go to work

The U.S. Machinery & Equipment Trade Mission to Norway and Denmark will assist businessmen to find markets for their products in these countries. Closing date for receipt of Business Proposals is April 5th.

The Mission will take with it Business Proposals of American companies with a product or service to sell, or are looking for an agent or distributor, or seek any type of business arrangement in Norway and Denmark. These Business Proposals will be summarized, printed in a booklet which will be distributed throughout Norway & Denmark before the arrival of the Mission. These booklets will not contain firm names and addresses. This information will be released to qualified parties after discussion of the proposal itself in an interview with a Mission member. American firms are notified by the Mission Director which Mission country firms are interested in their proposals so that they can follow up the initial contacts.

Business proposals

To submit a Business Proposal, please answer all of the following 6 groups of questions on company letterhead and submit it with 2 carbons to Director, U.S. Machinery and Equipment Trade Mission to Denmark and Norway, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Submit a separate proposal set for each country. Closing date for receipt in Washington is April 5.

(1) What product or service do you wish to sell (provide) or purchase (offer)?

(2) Do you wish to appoint a commission agent overseas, or an import distributor overseas? If so, describe the arrangement you desire, that is national or regional (NOTE: The Trade Mission will NOT seek a substitute for an exclusive agent). Alternatively, do you wish only to deal direct with prospective users overseas?

(3) Do you wish to import for your own account or to act as a commission agent?

(4) Are you interested in a joint venture? If so, describe your proposition briefly including whether your contribution will consist of one or more of the following: know-how and services; equipment and materials; working capital.

(5) Are you interested in licensing a qualified firm to manufacture your product abroad? If so, provide a brief description of the agreement you would consider.

(6) What type of company is best qualified to transact your business?

Support your Business Proposal with information and enclosures necessary to make the most effective selling approach. This may consist of data regarding the size and scope of your firm, credit references, catalog pages, prices and other information which describes your product or service. You may wish to mention firms with which you are presently doing business in the country to be visited. Price information should include CIF quotations, if possible.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client.

If your firm offers a wide variety of products, summarize them by commodity group in the Business Proposal letter.

As these Business Proposals must be

Market Profile—Norway

Area: 124.5 thousand square miles (about the size of New Mexico).
Population: 3.6 million (January 1, 1963).
Currency: Norwegian crown (one crown equals $0.141). The crown is convertible for current transactions.
Per capita income: Annual national income per capita was $1,020 in 1961. Average hourly wage for adult male worker in manufacturing and mining was $0.98 in 1961.
Gross national product: $5,866 million in 1962 (current prices).
Motor vehicles: Registration December 31, 1961, totaled 395,407 of which 269,333 were passenger cars, 111,875 were trucks, 5,578 buses, 6,766 taxis, 1,855 special vehicles.
Number of radio and television sets: On January 1, 1961, there were 1,070,000 radio receivers and on September 1, 1962, there were 150,000 television sets.
Electricity: Gross consumption 33,424 million KWH in 1961.
Principal cities: Population of Oslo January 1, 1962, 482,000; Bergen, 113,000; Trondheim, 59,000; Stavanger, 52,000; and Drammen, 30,000.
Value of foreign trade: (1961) Total exports, $930 million; total imports, $1,622 million. Trade with the U.S. (1961): imports, $112 million (c.i.f. value); total exports, $77 million (f.o.b. value).
Principal exports: Aluminum and manufactures, fish and fish products, nickel, ferro-alloys, woodpulp, paper, iron ore, chemical fertilizers, raw furs, marine oils and products.
Principal imports: Industrial machinery, ships, grains and preparations, fruits, coffee and tea, oil seeds, textiles, cotton, tobacco, coal, petroleum products.
Principal trading partners: United Kingdom, Federal Republic of Germany, Sweden and the United States.

NORWEGIAN FACTORY: Modern aluminum factory nestles in typically rugged Norwegian mountain setting. U.S. Trade Mission members will visit many such plants with Business Proposals from U.S. industry.

Market Profile—Denmark

Area: Denmark has an area of 16.9 thousand square miles (about one-half the size of Maine).

Population: 4.6 million (July 1, 1962).

Currency: Danish crown (one crown equals $0.145). The crown is convertible for current transactions.

Per capita income: Annual average national income per capita was $1,252 in 1960/61 ($2,223 in U.S. in 1960). Average hourly wage (excluding overtime) for adult male skilled workers for the entire country was $1.23; unskilled $1.00 (1961).

Gross national product: $7.0 billion in 1961 (current prices).

Motor vehicles: Registration on December 31, 1961 totaled 658,310 of which 469,592 were passenger cars, 185,206 delivery vans and trucks, 3,512 were buses.

Number of radios and television sets: In 1961 there were 1,681,600 radio sets and in 1962 there were 850,000 television sets.

Electricity: Total supply of electricity in 1959/60 was 4,568 million KWH.

Principal cities: Population of Greater Copenhagen, 1,336,032 July 1, 1962; Aarhus, 120,614; Odense, 110,875; Aalborg, 85,892; Esbjerg, 55,755; and Randers, 42,515.

Value of foreign trade: (1961) Total exports, $1.5 billion; total imports, $1.8 billion. Trade with the U.S. (1961): Imports, $160 million (c.i.f. value). On a per capita basis this equals $34. Exports to U.S., $139.8 million.

Principal exports: Meat and meat products, dairy products, machinery.

Principal imports: Fuel, machinery, transportation equipment, iron and steel, metals, feedstuffs, grain.

Principal trading partners: Imports—Federal Republic of Germany (23 percent); United Kingdom (18 percent); Sweden (11 percent); U.S. (8.5 percent). Exports—The United Kingdom (25 percent); Federal Republic of Germany (19 percent); Sweden (9.3 percent); U.S. (9.2 percent).

shipped abroad and transported by the Mission throughout the country visited, please limit your enclosures. You will have the opportunity to furnish additional material when the Trade Mission advises you of a contact established.

Send separate proposal sets for each country, please.

Seek 5 experts to serve on Trade Mission

Five businessmen are being recruited by the Director of the Trade Mission Program for assignment to the coming U.S. Machinery and Equipment Trade Mission to Denmark and Norway May 18 to June 23rd. Members of the Mission will be recognized authorities on Food Processing machinery and equipment, or experts in the following fields: packaging, plastics, fine chemicals, or metal or woodworking equipment.

Qualifications

Insofar as is applicable to these fields, their knowledge should cover:

Production flow and materials handling equipment relating to movement of raw materials, materials in manufacturing process, and finished products.

Production processes or operations, including numerical, mechanical, hydraulic and electronic principles and controls.

The Mission should as a whole include experience in foreign trade practices, financing and credit procedures.

Any U.S. businessman who feels his experience qualifies him in these fields, and who wishes to volunteer to serve on the Mission, is invited to contact any Department of Commerce Field office, or write directly to the Director Trade Mission Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

SURINAM: IMPORT DEPOSITS

Surinam's required advance deposit on imports (INTERNATIONAL COMMERCE, Oct. 15, 1962, p. 27) was reduced from 15 to 10% of value, effective February 1.

Restrictions on domestic credit were also eased, following a decline of about 10% in total outstanding credit.

Must create truly global engineering and commodity standards to increase sales

International competition is often between materials; common standards can help introduce new materials previously unacceptable in other parts of world

By LUTHER H. HODGES
Secretary of Commerce

In order for us to raise foreign sales as we need to, there will have to be some very hard bargaining on tariff terms and, even more important, a greater determination by American companies to seek out foreign customers and to offer products that are truly competitive in both price and quality. The law can help, but the decisive factor will be the ability of American business to make itself more competitive, now before trading patterns within and without regional blocs become firmly fixed.

This is one of the reasons I feel we must press ahead with our efforts through such groups as the International Organization for Standardization and the International Electrotechnical Commission to create truly global engineering and commodity standards. As long as the free world functions with power supplies that are different from country to country, with different systems of television transmission, different screw threads, American business will be barred from competing fully abroad, no matter how hard it tries. Only if there are common standards among nations sharing common economic interests will our products have equal competitive footing and our business, together with all world business, a fair chance to show what it can do.

I think we need to remember also that competition in international trade today is not only between companies with similar products but often between alternate materials. Without adequate standards, a new material may suffer simply because it is unknown. Standards remove that disadvantage; by inspection and test you can show that the product conforms to recognized standards of construction or performance. On the other hand, standards protect the established business from unfair competition or extravagant claims by new competitors, because there is always recourse to an objective determination of the quality or performance of the competing product.

New standards important

New international standards, I'm convinced, can increase American exports, can increase world trade. But they can do more, much more. They can help significantly in building the economies of developing countries in which we have so large a stake today.

One of the prime causes of unrest in the world is the impatience of peoples of new nations to realize at once the fruits of the technological revolution. They seek to telescope the long period required for the development of modern technology in the West and seize immediately its benefits. They want electronic computers, steel mills, nuclear reactors, even though they may have made little progress in the development of agriculture or in the substitution of power for human labor.

I don't mean to deprecate this impatience, this zeal for progress. We need to help these countries move ahead just as fast as they can. But I think we need also to stress in our aid some basics—the need, for example, for standards as a prerequisite to the growth of industry, commerce, and trade.

Pan American Commission

Several developing countries—among them Ceylon, Paraguay, Morroco, Jamaica—have recognized the importance of standards by establishing, or making plans to establish, national standards laboratories. One of the pioneer activities has been the Pan American Standards Commission.

This organization, created on the recommendation of the finance and economic ministers of the Organization of American States, has urged Latin American countries to prepare standards for raw materials and semi-manufactured products. It recognizes that capital for building the economies of Latin America must come, in large part, from exports of materials and manufactured or processed products, and that, without standards, many of the products will command bottom prices because of the cost to the buyer of grading, sorting, or reworking to make them acceptable.

Now it might seem that standards could be provided for the developing countries simply by translating American or European standards. This can be done and is being done for some products, but, generally, it is not feasible.

Uniform conditions

In certain geographical areas such as Latin America or the Middle East, conditions may be sufficiently uniform to warrant regional standards for many commodities, but the standards may at first have to be lower than those in the United States, if only because the same degree of quality control is not present.

Thus what we have to figure on is that *the* first step in the establishment of standards for developing countries is probably the creation of individual standards and that conformity with international standards will have to come as the second step, as their economies become more sophisticated.

Of world benefit

The ultimate end of international standards, of course, is to benefit the peoples of the world. True, if you were to supply every farmer in the developing countries with a new and efficient plow, there would be tremendous rewards for the steel industry, the manufacturer of agricultural equipment, the exporter, the importer in the developing country, and the retailer there. But the real beneficiaries would be the farmer, who could use the plow to raise a larger and better crop with less physical labor, and the people of the developing country, who would have more food to consume or exchange. Standards do benefit everyone in the long chain from the initial producer of raw material to the ultimate consumer, but it is the ultimate consumer who benefits most.

Excerpts from a talk given by Secretary Hodges February 19 before the American Standards Association in New York City at the Thirteenth National Conference on Standards.

U.S. BUILT FRENCH PULP MILL: La Cellulose d'Aquitaine, S.A., St. Gaudens, the first pre-hydrolysis kraft pulp mill in France was built by a U.S. firm, Parsons & Whittemore. The package included completed start-up, and included power, chemical and materials handling auxiliaries. Altho it was designed to produce 140 tons a day of bleached paper grade pulp, in two years of operation production increased to 220 tons without major changes.

SALES ABROAD MOUNT

U.S. firm pioneers world program for developing complete pulp, paper mills

Statistics show trade potential in untapped areas as company applies marketer's concept of "packaged" product; surveys, engineering, financing, construction included

A century-old American firm, which started as a domestically oriented wholesale paper company, today is demonstrating the potential of world markets where none previously existed in a manner best told statistically. By adopting the marketer's concept of a "packaged" product to entire pulp and paper mills, which it is building for buyers on four continents, this company says it has stepped up its exports annually to reach a 96% expansion in 1960 over 1959 and a 33% rise in 1961 over the preceding year.

With offices in 14 countries, the organization's export sales in 1959 had reached 78% of its total sales, by 1960 had mounted to 89%, and by 1961 had reached 90%. In 1962, for which figures are now being completed, its export expansion continued to grow.

The company which has achieved this record is Parsons & Whittemore, Inc., which, in creating a multimillion dollar business overseas where none existed before, virtually can measure its growth with the increased standard of living in the newly developing countries of the world, company officials state.

'Packaged mill' concept

Ten years ago, on the one-hundredth anniversary of the company, its president, Karl F. Landagger, conceived and launched the "packaged mill" concept. As a result of broad experience in world markets he realized after World War II that many new pulp and paper mills would be required to keep abreast of the rising standard of living everywhere in the world. This would be particularly true, he felt, in newly emerging countries.

The plan provides a service starting with economic and technical surveys, research on local fibers, engineering, financing, constructing and sometimes managing plants, and occasionally ending with assistance in marketing the mill's output.

The company was in a position to launch its packaged-product plan because it not only had marshalled the economists, scientists, and technicians necessary to accomplish its objective but because it also included among its subsidiaries and affiliates companies both in the U.S. and abroad with extensive facilities to develop and produce sophisticated pulping and mill machinery. Since inception of the program in 1952, the organization claims to have contracted for a greater number of integrated pulp and paper projects than any other organization in the world.

In 1953, Mr. Landagger looked at startling per capita paper consumption figures. He saw that while per capita consumption in the U.S. was 400 pounds, in India it was only 1.3 pounds; Mexico, 16; Union of South Africa, 36; Cuba, 53; and Bolivia, 2.

Company representatives concentrated their efforts in countries with low per capita consumption, or with rising consumption and inadequate or no paper-

making capacity. The result: In the last 5 years (it takes years from the time of the original survey to completion of a mill), the organization has completed 10 mills; it has 15 more under construction, 5 in advanced engineering prior to erection, and a dozen more turnkey projects approaching final negotiation. Its projects have involved the use of 14 different fibrous materials on 4 continents and a total capital investment of more than $465 million. Many countries, now producing paper which they formerly had to import, consider these new mills important factors in their improving balance-of-payments positions.

Mills in India

A mill recently completed in Mysore, India, is the first in the country to utilize a rapid continuous pulping process; and another, at Madras, India, will be the first in the world to process bamboo in a rapid continuous digester, the company states. The fast cooking continuous digester involves a system developed by the Pandia Division of the Black Clawson Co. of Middletown, Ohio, an affiliate which is one of the world's largest and most diversified manufacturers of equipment for the pulp and paper industry.

The Mandya National Paper Mills, Ltd., in Mysore, India, contains equipment supplied by five different countries but is a complete turnkey project by the Parsons & Whittemore organization which, in addition to assisting in financing, equipment procurement, and complete engineering, supervised every step of the complex integrated mill which went into operation in 1962. The mill produces bleached writing and printing paper from bagasse.

A mill completed in Mexico is now producing 100 tons daily, from local pine. For this mill, a $15 million project, the company assumed responsibility for planning, supplying, and erecting all of the equipment; it also participated in financing by a substantial investment.

France's needs for nitrating grades of cellulose were met in the plant designed and constructed for Cellulose d'Aquitaine in St. Gaudens. This mill, in operation since 1959, consumes as its principal raw material previously unused hardwood species, producing high-quality bleached pulps. The mill today exceeds 150% of guaranteed production, with an output of 220 tons of paper grade pulp in equipment designed to produce only 140 tons a day.

The company—in Egypt, Viet-Nam, Argentina, Tunisia, Greece, and other countries—continues to build new mills and break old export records.

New relaxation of Canadian surcharges leaves only 22% of U.S. trade affected

Freed U.S. items amount to some $632 million; surcharges on $27 million worth cut to 10%, on $111 million to 5%

About $632 million worth of U.S. exports—as well as goods from other countries—have been freed of Canadian tariff surcharges in the latest liberalizing step since the surcharges were imposed during last June's exchange crisis. The new relaxation, effective from February 20, also results in a surcharge slash from 15 to 10% on another $27 million worth of American goods, and a drop from 10 to 5% for a third category which includes U.S. items worth $111 million.

With two previous relaxations, this action leaves about $840 million, or 22%, of U.S. trade still affected ($259 million at 10% and $581 million at 5%; the 15% rate has been entirely eliminated). Originally, a total of $1,879 million—or about half of Canada's U.S. purchases—was subject to surcharges.

Industrial needs

Eliminating the 5% surcharge on materials and capital equipment for industry, Canada has freed virtually all machinery of surcharge by extending exemption to items which are classified in the tariffs as made in Canada. Those not made in Canada had been released earlier.

All machine tools have also been relieved, as have primary forms of aluminum and iron and steel plates, sheets, forgings, pipes, tubes, wire fencing and chains, diesel engines, welding apparatus, prepared roofings, fiberboard and paperboard containers, wire stitchers and staplers, and imports entered under the large basket-tariff items numbered 445k, electrical apparatus, 446a, manufactures of iron and steel, and 711, miscellaneous, all not otherwise provided for.

Consumer goods

Chinaware, soap and soap powder, previously subject to 10% surcharge, were totally relieved on February 20. Reduced to 5% from 10% were photographic papers and film, bathtubs and other sanitary ware, most glassware, washing machines and driers, radios, cameras of a class or kind made in Canada, and furniture, including store furniture and show cases.

Remaining on the 5% list are electric motors, laboratory apparatus, cash registers, adding and other office machinery, synthetic resins in primary forms, most textile fabrics, apparatus for cooking and heating buildings, pianos and organs, electric vacuum cleaners and sewing machines, and miscellaneous manufactures of wood except plywood.

Included in the reduction from 15% to 10% are cut flowers, confectionery, tobacco products, perfumes and alcoholic beverages, silverware, photographic and motion picture equipment, cameras of a class or kind not made in Canada, luggage, toys, and jewelry.

Still subject to 10% surcharge are advertising and printed matter, papeteries and various manufactures of paper, sportfishing tackle, ski equipment, refrigerators, lawn mowers, automobiles, trucks and motorcycles, clothing, carpets, boots and shoes, phonographs, and plastic manufactures.

Department of Commerce field offices will give exporters more specific information upon request.

AID loan finances hospital, medical center for Liberia

A $4.7 million AID loan to Liberia will help construct a hospital and training facilities for a National Medical Center in Monrovia.

The loan will finance the construction of a 250-bed general and training hospital for in-patient and out-patient medical care, as well as paramedical training facilities and dormitory space for 75 nurses, sanitarians and medical technicians.

Procurement of materials for use in AID-financed projects is limited to U.S. goods. Construction for the project is expected to begin late this year.

Bank, chamber of commerce, industrial firms, manufacturers' representative in new group of 'E' award winners

Honors go to organizations in Massachusetts, New York, Ohio and Tennessee for diverse activities in the U.S. export push

The new winners of President Kennedy's "E-for-export" award now include five organizations in Massachusetts, New York, Ohio and Tennessee. Appropriate ceremonies for these new winners were held late in February.

Cited for their substantial contributions to the U.S. export push were:

- Aladdin Industries, Nashville, Tenn., producers of kerosene mantle lamps, vacuum lunch kits and bottles, who received their "E" citation and pennant in Nashville from Commerce's Deputy Assistant Secretary for Trade Policy, Robert L. McNeill, on February 16.

- Buffalo Area Chamber of Commerce, Buffalo, N.Y., was recognized for its efforts to develop overseas marketing of products from western New York at a ceremony held February 28th in Buffalo. The National Export Expansion Coordinator, Draper Daniels, presented this "E" award at the 119th annual Chamber of Commerce dinner to Charles L. Diebold, Jr., president of the organization.

- First National Bank of Boston, Boston, Mass., was scheduled to receive export honors from Secretary Hodges in Washington on February 27.

- Henry R. Jahn and Son, Inc., of New York City, a manufacturers' representative, received an award on February 25 in Chicago during a national exposition of construction equipment.

- Laurens Brothers Export Corporation, Cincinnati, Ohio, exporters of used machine tools and metalworking equipment, were awarded their "E" honors at the Cincinnati Field Office on February 25.

The 5 recent "E" winners have been active in varied export expansion activities:

ALADDIN found increased electrification in foreign markets reducing the kerosene lamp business so it employed more intensive sales efforts on vacuum ware. School lunch kits were introduced in Burma and Japan and a premium line of plastic-jacketed vacuum bottles in Belgium, France and Switzerland.

In recent years, sales agents have been established in many countries and sales training meetings have been held. Each year, the firm's export sales figures have climbed.

BUFFALO AREA CHAMBER OF COMMERCE was one of the first commercial organizations in the U.S. to recognize the possibilities of developing more business by having groups of manufacturers and sales managers make trips abroad. In recent years it has organized 5 such surveys of export markets, including one group that circled the globe to develop sales of their products in Europe, the Middle and Far East.

FIRST NATIONAL BANK enlarged its international division to provide more sophisticated help to many more customers, extended its factoring services to international trade and set up a British affiliate, International Factors, Ltd.

Bank officials travel widely and prepare reports of conditions overseas. The Buenos Aires branch publishes "Situation in Argentina" and weekly memos on Argentine and Brazilian exchange activities. Booklets, in up to 5 languages are issued, to facilitate U.S. trade overseas.

Credit terms, unheard of until a few years ago, have been developed with foresight and imagination. The bank has also participated actively in commercial and government credit organizations.

HENRY R. JAHN handles overseas sales for some 50 U.S. manufacturers of building equipment and has outlets in almost every country of the world. As one of the oldest combination export companies in the U.S., it has specialized in the sale of machinery for the construction industry, for highway development and agriculture. It is also a leading exporter of municipal service equipment.

The firm has its own overseas research, sales and engineering force. Foreign distribution systems and assembly plants are set up.

Marketing aids from New York include foreign-language catalogs, advertising in trade journals, and direct mail, together with sales training of foreign distributors.

LAURENS BROTHERS have opened a new market for U.S.-made machinery by introducing and selling reconditioned machines to buyers unable to purchase new machinery. Firm representatives make frequent trips abroad seeking buyers and agents or sales representatives. Yearly sales have shown progressive increases.

Wisconsin firm gets 2d payment thru guaranty plan

AID exchanges dollars for inconvertible Congo francs

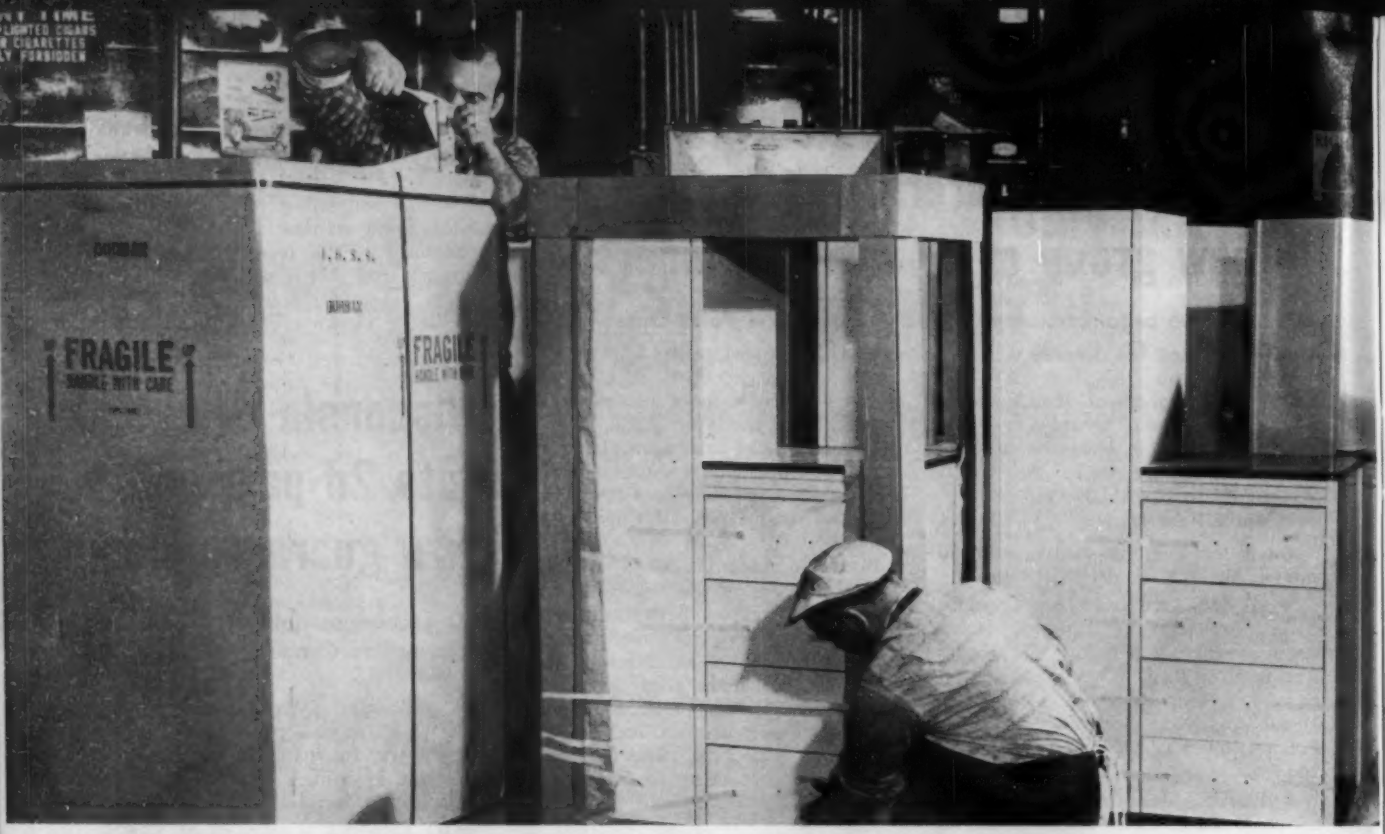
A Wisconsin plywood company has received its second payment from the Agency for International Development under the investment guaranty program which insures overseas investments.

AID approved a payment of $7,626 to Pluswood Industries of Oshkosh, Wisconsin, to transfer into U.S. dollars interest the company earned in Congolese francs during 1962 on an investment loan for a Congo veneer project in Leopoldville.

A year ago Pluswood Industries received $9,921 from AID to convert Congolese francs earned as interest in 1961 on a $200,000 loan which was part of its investment in the Congolese plant.

The guaranty program is designed to encourage American business to invest in underdeveloped countries by providing insurance against losses due to political risks such as inability to transfer earnings and capital back into U.S. dollars, expropriation and war damage. The investor pays an annual premium to AID for this insurance. Pluswood's premiums have approximated $12,000 since 1960.

Since its original investment was made, the political changes in the Congo along with foreign exchange difficulties have resulted in Pluswood's inability to transfer Congolese franc interest earnings into dollars. Under its guaranty contract, Pluswood turned over its Congolese francs to AID and is receiving payment in dollars as guaranteed. These francs can now be used for U.S. purposes in the Congo.



SHIPMENT TO SOUTH AFRICA: Workmen at the Community Metal Products Corp., one of the 4 firms that organized a co-operative export organization, prepare hospital cabinets for shipment to South Africa. Increased advertising and sales power, and better service are results of cooperative effort.

FRONTIERS FOR SMALL FIRMS

Cooperative export group increases overseas sales through joint promotion

Four makers of hospital supplies and equipment establish organization which has reached prospects in 40 countries

How can a small or medium sized manufacturing firm with limited resources enter the export field and afford to make continuous and significant investments in capital and highly skilled personnel?

A group of hospital supply and equipment manufacturers in the Chicago area, under the leadership of Grieshaber Manufacturing Co., have established a cooperative export organization called the American Manufacturers' Export Division (AMED). The member firms make complementary but noncompetitive product lines.

At their regularly held meetings, executives of the participating firms, who a short time ago could not imagine engaging actively in international trade with their respective companies, now enthusiastically discuss and plan development of their export operations.

The number of inquiries and orders has been growing rapidly since the group came into existence in July, according to its director, Alexander Tar.

"By combining our resources and efforts, we are in a position to offer a much wider range of products and better service to our export customers, build prestige, and improve our competitive position," says Herman Grieshaber, president of his firm. "We are introducing our products and promoting sales with the enormous power of joint action in advertising, sales, direct mail campaigns, overseas travel or in representations and establishment of overseas sales offices at a small fraction of the usual expenses. Even our customers are pleased with this arrangement, because we have proved to them that the savings resulting from this economical form of operation will benefit them in several ways."

To increase participants

The new group, providing services similar to those of built-in export departments, is the cooperative export organization for Anchor Products Co., Community Metal Products Corp., Grieshaber Manufacturing Co., and the Elgin Syringe Corp. The group plans to increase the number of participating manufacturers in order to have a nearly complete line of hospital supply products available to export customers from a

RIGID INSPECTION: Prior to shipment overseas, all merchandise undergoes a careful inspection by AMED workmen. Grieshaber surgical instruments for hospitals in Honduras are carefully examined.

single source. Several firms have already expressed special interest in joining the cooperative effort, says Mr. Tar. The new organization, in spite of a minimum budget, is reaching thousands of prospects by direct mail campaigns and advertising, and has established a network of representatives in over 40 countries.

"In this era even small business firms can not ignore the new developments and the need for global perspectives in planning and operations," affirms Seymour Jaffe, vice president of Community Metal Products Corp. We have not only the need but also the opportunity to enter into full-scale exporting and to compete successfully with the largest firms in our industry."

Mr. Tar emphasizes that success starts with the judicious selection of international personnel. Small export departments with high-quality personnel and intelligent direction often can achieve the same results as large export organizations, at a small percentage of the usual operating costs, he says.

"The experience, ingenuity, and creative effort of a new type of international personnel and management, and the proper understanding and support by the top management will determine primarily the measure of their success. They must possess ability to achieve a complete understanding and appreciation of foreign cultures, traditions, languages, social and business customs and, of course, the knowledge and experience to evaluate correctly the new trends and conditions. They must search constantly for new, imaginative ways, means, techniques, and approaches in all phases of export operations to insure success, reduce costs, and to assure clients of superior service in the best American traditions.

"The art of dealing with the foreign customer can not be emphasized too strongly," he continues. "We must communicate in his language and demonstrate integrity, showing respect for his intelligence and his country at every moment of our business relation."

FOREIGN REPORTS

INTERNATIONAL COMMERCE receives much of its foreign news from Commercial Officers and Foreign Service Officers in 107 countries, who send cables and airmail reports on business developments in their area.

U.S. unit costs look good to British

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

New York—We discovered our hotel newsstand recently, due to the newspaper strike, to be selling the London Daily Mail, the Telegraph and the Times, printed earlier in the morning, and through the zip of jet aircraft, available for reading the same day.

It seems unlikely that the New York papers, when they resume publication, have much to fear from such imports, Fleet Street being a long way from a Manhattan door stoop, but it suggests the intimate snugness of our world, that the Times of London may be substituted for the Times of New York, under such circumstances, with scarcely a missed edition.

Such peculiarly remote a situation, however, brought us the other day to the lead editorial in the London Times, which in its self-assured, bookish manner of speech, was expressing chilling views on British export difficulties, a subject of late as warm as Swedish glug.

The background for the Times concern with international trade began under a blizzard of news stories that originated by a remark from the Prime Minister. On the previous afternoon, Mr. Macmillan had stated in the House of Commons that Britain "must now try to increase domestic consumer demand as the basis for export."

He was joined immediately by Edward Heath, the Lord Privy Seal, who a dispatch from the city editor disclosed, had spent two hours signalling a red alert on this same subject before the grand council of the Federation of British Industries.

The result of Mr. Heath's discussion, predictably, was a muscular call by the grand council for more export assistance for British manufacturers, but urging the streamlining of industry at home as the major way for its achievement.

"Behind (these developments) lie import implications for government policy, as well as a shift of emphasis," declared the Times. "It implies that, without a healthy home market, industry cannot hope to lower its unit costs to the extent likely to be needed in export markets."

The problem facing the United Kingdom abroad, the Times brooded, is purchasing power at home, the size of the total unemployed and the large amount of spare capacity currently existing in industry, with consequent inflated prices per piece.

It should thus be noteworthy to the fretful in this country that Britain energetically pounding at unit costs, of the need for heavy British consumption to achieve high production in order to lower them, while all the while increasing wages only through growth and automation.

With other nations economically regrouping, or attempting to, in order to find more customers, the United States is a whooping cut ahead with a well-heeled domestic marketing area already in existence. This country's home consumption, which appears to be the torment of the British, is already, for the most part, breaking the four minute mile.

Americans are automated down to their electric tooth brushes. England's twitchy situation is not ours. Single purpose machines have created odds as weighted as a table in a river ward that United States unit costs, despite high wages, will frequently shine in favorable light.

It is the very vastness of domestic consumption that causes indolence, instead of racy spirit, to many an American manufacturer, who views the lands far away as of no more personal concern than whether the Loch Ness monster surfaces or not.

We were sorry to read about Britain's troubles, not that it's candy, flowers and kisses upon the beaches on our side, but it was nice for awhile, and strangely restful.

Commerce official to represent U.S. at Utrecht event

U.S. show will be first in merchandising program

Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation, will represent the U.S. at the opening of the Royal Netherlands Industries Fair in Utrecht March 11. The fair will be held through March 19.

CLARENCE D. MARTIN

The U.S. exhibition will be the first of the new U.S. merchandising trade tions staged primarily to sell U.S. products overseas.

Under the new merchandising trade fairs program, authorized last year by Congress with an appropriation of $1.6 million, U.S. participation will be based on preliminary market studies indicating a strong sales potential for U.S. products. Extensive promotional campaigns overseas are conducted in connection with the showings of U.S. products at the exhibitions.

At Utrecht, the U.S. exhibition's 20,000-square-foot display space will include a wide variety of consumer goods and industrial equipment furnished by the 30 American firms who are cooperating with the Commerce Department's Office of International Trade Promotion in presenting the exhibition.

World customs data

Information on import tariff systems for 117 countries summarized to aid American businessmen in approaching new overseas markets

By ALFRED M. LIVERIGHT
Office of International Regional Economics

In export selling, a knowledge of the import regulations in effect in each country where you intend to do business is a must.

ALFRED M. LIVERIGHT

Almost every country has restrictions and formalities governing the entry of foreign goods. These generally vary in severity according to the degree of control the government desires to exercise over its international trade. Controls may exist for government revenue, protection of local industries or balance-of-payments reasons.

Import duties or tariffs constitute the oldest and most general type of import regulation. These may influence your decision as to which overseas markets to enter. The incidence of duties, including the methods of assessment and the existence of preferential schedules, plus customs regulations such as those pertaining to the packing, marking and documentation of shipments, should be investigated.

Although the foreign importer is responsible for the payment of import duties and compliance with most customs requirements, you should be informed of the customs treatment of your goods abroad, whether or not you are a direct exporter.

Types of duties

Duties may be *ad valorem,* applied as a percentage of the value of an import; *specific,* expressed in terms of an amount of money per quantity of goods; or *compound,* a combination of both.

In many countries preferential tariff systems favor trade with certain other countries such as within the British Commonwealth. Usually this means simply lower duties on goods imported from countries to which preference is extended.

A special class of duty is the antidumping tariff. Generally it consists of an additional ad valorem charge on products imported at less than the prevailing market price, when it is determined that such imports operate to the detriment of local industry. "Market price" may be that in the country of origin or, alternatively, in the importing country.

An additional form of tariff, the countervailing duty, is assessed against a product in retaliation for subsidies granted by the exporting country in order to promote its export.

The basis of duty assessments may dictate that consideration be given to details of export merchandise packing. In some countries, specific duties may be based on gross weight, in which case packing should be as light as is consistent with safe delivery. Packing and contents sometimes are dutiable at different rates.

A difficulty sometimes arises in packing different articles, dutiable separately, in one container. In some countries the whole shipment is assessed the duty applicable to the highest rated article upon entry into the country. Not only may import controls be less strict on products which are not complete, but many countries levy a lower rate of duty on knocked-down imports.

Tariff relief possible

Several devices have been developed to reduce the tariffs on trans-shipments and on imports that are destined for re-export.

The duty paid on raw-material or semi-manufactured imports which are designed for further processing in the country and re-export may be refunded, in whole or in part, in the form of a drawback. Otherwise dutiable goods may be brought into a country free of duty but under bond for storage, repacking or further processing inside a bonded warehouse. The merchandise may be re-exported later duty-free or withdrawn for domestic consumption upon payment of customs duties.

The benefits of a bonded warehouse may be enlarged by the establishment of a free zone or free port which offers more suitable manufacturing facilities and eliminates the restrictive aspects of customs supervision. More than 100 such zones and ports are in operation in 35 countries.

In a free port an entire city is isolated from the remainder of the country for customs purposes and its people enjoy relatively free trade.

A system of customs surtaxes, or extra taxes, is employed by many countries in addition to the regular schedule of duties. Frequently these surtaxes are levied by special law to raise extra revenue for some particular purpose. They may apply to all commodities or to selected groups only, and may be supplemented by additional taxes on specific commodities or commodity groups.

Customs declarations, consular invoices and certain other formalities are regulations involved in export selling for which the exporter is responsible. Documentation of shipments also may be a factor in the laid-down cost of goods at foreign ports; liability to penalty may result from failure to send the correct documents or to fill them out properly. You will avoid excessive charges by conforming to all the customs requirements of a particular country.

Tariff information listed

The following summary of foreign governments' import tariff systems is being published as an aid in an initial survey of world markets. Information on the availability of copies of individual coun-

the author

A graduate of Swarthmore College, Mr. Liveright earned his M.A. from the School of Advanced International Studies of the Johns Hopkins University in 1958 and has been with the Department of Commerce since that time. At present, he is assistant to the director of the Office of International Regional Economics.

tries' tariff schedules is presented in response to requests.

The listing includes most countries other than those whose foreign trade is a government monopoly conducted by governmental foreign trade organizations.

Where tariff publications are reasonably current, their availability including updating services, is reported. Lack of price data should be interpreted to mean that the publication may not be available for purchase. Prices are subject to change, of course. The language in which each publication is written is indicated by its title, unless otherwise stated. English translations published in the foreign country are noted where available.

English translations of foreign-language tariff schedules are printed in the *International Customs Journal (Bulletin International des Douanes)* series published by the International Customs Tariffs Bureau in Brussels. This Bureau publishes in 5 languages the customs tariffs of all countries, at the expense of all treaty signatories including the United States. Although these publications cannot be purchased by private firms or individuals, copies and supplements are available for reference at all Department of Commerce Field Offices and in the Office of International Regional Economics, Bureau of International Commerce, in Washington.

The tariff rates quoted in the *Journal* are not necessarily as current as those listed in the original, native-language publications, especially those with looseleaf supplements. But the *Journal* is useful in providing translations of the customs laws and the tariff classifications. Supplements are issued from time to time.

Field offices can help

Inquirers who prefer to obtain foreign tariff data from the U.S. Government are urged to consult the nearest Field Office of the Department of Commerce for specific information on customs requirements and general information on duty rates. Businessmen in the New York City area particularly are advised to contact the Department's Field Office there, where tariff specialists maintain current data on rates for most countries.

Businessmen who write to the Department for import duty rates are requested to give as complete a description as possible of the commodities involved in order to facilitate a correct determination of the duties. Commodity categories should be stated in terms as narrow as those in which you have a specific interest, e.g., dried milk and butter, rather than milk and milk products.

Identification of merchandise in terms of the UN Standard Industrial Trade Classification (SITC) numbers or the Brussels nomenclature is helpful. The Field Offices can help in making these determinations. Countries using either of these standard classification systems are identified by the designations "Brussels" or "SITC" in the summary that follows.

Information should be requested for specific countries also, rather than for geographic regions in general. By limiting the number of countries to those in which you have the greatest interest at any one time, you will insure a faster response. One copy of literature descriptive of your product, where available, should be forwarded for each country that you specify.

Foreign countries' tariff systems, including consular documentation required, are outlined in more detail in the Overseas Business Reports (formerly World Trade Information Service) title "Import Tariff System of (country);" individual duty rates are not listed.

Additional information on sending shipments to overseas destinations is set forth in another OBR title, "Preparing Shipments to (country)." This series describes, among other things, procedures for obtaining advance rulings from the foreign country on customs classification of merchandise not specifically mentioned in the customs tariff schedule or on a doubtful classification. The titles for some countries contain sample copies of shipping documents for which the U.S. exporter is responsible.

A Checklist of International Business Publications, showing for which countries these titles are available, is published by the Bureau of International Commerce every 6 months. List copies may be obtained through the Field Office nearest you or from the Office of Sales and Distribution, U.S. Department of Commerce, Washington 25, D.C. These titles are available currently for most countries.

Although the Department does not make available in published form data on other countries' entire tariff schedules, the Office of International Regional Economics does report changes in individual countries' existing rates regularly in INTERNATIONAL COMMERCE, with either a listing of the tariff changes or an indication that details may be obtained from the Department.

The designation LAFTA refers to the Latin American Free Trade Association, whose members are Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru and Uruguay. In addition to this regional group, Central American common-market agreements exist among El Salvador, Guatemala, Honduras and Nicaragua; more than one-half of tariff rates have been "equalized" among members. Costa Rica is expected to join in spring of 1963, at which time coverage of equalized duties is expected to rise to 95%.

Argentina—Import duties range from 3-60% of the c.i.f. value. Consumer and luxury goods pay 35-60%. In addition, most imports are subject to a surcharge of either 20, 40, 80, 100, 150 or 200% of the c. and f. value, depending on essentiality to economy. In 1962, an additional 100% surcharge was imposed on nonessential and luxury goods and a 5% surcharge on most imports. Thus, many consumer goods must pay surcharges totaling up to 305% of the value. Machinery, equipment and parts entering surcharge-free under investment decree are subject to especially rigorous import regulations. Preferential duty and surcharge rates are granted to other LAFTA member countries.

Recopilacion de la Tarifa de Avaluos y Arancel de Importacion. Published by Jose A. Villar & Alberto M. Rocha, Bolivar 144, Buenos Aires. *Guia Practica del Exportador e Importador,* monthly. It contains surcharge rates to LAFTA member countries, export retention taxes, as well as decrees affecting imports and exports. Published at Lavalle 1125, Buenos Aires. Subscription by registered mail $35, by registered air mail $50.

Bolivia—Brussels. Import duties generally are not prohibitive or protective. Additional import taxes range from 0-13% of the value of the import. Low duty rates and in some cases duty-free entry apply to items for use in Bolivia's mining industry and agriculture and to other capital goods required for economic development.

Arancel de Importacion (Executive Decree No. 05789, dated May 8, 1961). *Anexo al Arancel de Importacion* (Executive Decree No. 6188, dated August 24, 1962). Includes duty rates, specific and ad valorem, sales tax and most other import restrictions and sanitary regulations. Ministerio de Hacienda y Estadistica, La Paz, Bolivia.

Brazil—Brussels. Import duties on consumer goods and other items produced in Brazil are very high. Preferential duty rates are applicable to the following: equipment, fer-

tilizers and insecticides for agricultural purposes; a number of items imported from LAFTA members; machinery for industrial purposes; equipment and machinery for development of certain underdeveloped areas.

British Dependencies—Tariffs have 2 schedules—general applied to U. S. goods, preferential to Commonwealth goods. Lower preferential schedule and surtax give Commonwealth goods, with exceptions, average rough percent ad valorem trade advantage as follows: 10-20 in British Guiana (SITC); 10-12 in British Honduras, Barbados (SITC), Bahamas; 5-10 in Leeward and Windward Islands (some of the islands use SITC); 4-5 in British Virgin and Turks & Caicos Islands; 2½ in Bermuda; and none in the Cayman Islands.

For some of the British Western Hemisphere Dependencies, pertinent information about import tariff publications follows:

Bahamas: Import Tariff Act 1959 includes regulations regarding importation, import duties, exemptions from import duties, export duties and prohibited imports. Available from Comptroller of Customs, Nassau, Bahamas, for a moderate price. Changes published in Official Gazette prepared in Nassau and obtainable for US$5 annually.

Barbados: Combined Customs Tariff and Trade Classification List with Supplement, 1960, includes import duties, exemptions from duty, surtax, package tax and excise duties. Obtainable from Government Printing Office, Bridgetown, Barbados for $0.59. Changes published in Official Gazette also obtainable from same source at about $5 annually.

Bermuda: The Customs Tariff Act, issued annually, contains customs regulations, import duties, surtax, export duties and goods not subject to refund or drawback of duty. Obtainable from Secretary to Currency and Exchange Control Board and Bermuda Supplies Commission, Hamilton. The cost is moderate. Changes made only in annual revision.

Canada—Temporary surcharges of 15%, 10%, and 5% apply, effective from June 25, 1962, to a wide range of imports from all countries. The Canadian Government has given assurances that they will be removed as soon as circumstances permit.

Customs tariff is protective and 3-column. Goods from the U.S. are accorded most-favored-nation or middle rates. The lowest, or preferential rates, are reserved for the United Kingdom and other British Commonwealth countries; the highest, or general rates, apply to countries with which Canada has no treaty or trade agreement.

Duties on imports from U. S. and other m-f-n countries generally are in the 17½-25% range for most manufactured items which compete with Canadian production. Raw or partly processed materials and production equipment, including machinery of a kind not made in Canada, are subject to lower rates and some of them enter free.

A wide range of goods is subject to an 11% sales tax and certain consumer goods are subject, in addition, to special excise taxes. Goods produced or manufactured in Canada, however, are also subject to these levies. Drawbacks of duties and taxes are granted on dutiable materials which enter into the production of Canadian export items.

McGoldrick's *Handbook of the Canadian Customs Tariff and Excise Duties* includes alphabetical listing of rates by commodities, also the tariff after the official style with extracts from the Customs Act, important Customs Memoranda, sales and excise taxes, documentation requirements and trade agreements. Issued annually by McMullin Publishers, Ltd., 417 St. Peter St., Montreal, Canada. C$10.00 ($9.30) plus postage.

The Customs Tariff is the official tariff as published by the Canadian Department of National Revenue. A looseleaf consolidation showing rate schedule, with the Customs Tariff Act, index to commodities and index to Regulations and Instructions in spring binder with index tabs. Up to date but without amending service C$10.00 ($9.30). With looseleaf amending service C$15.00 ($13.95) annually. Order from Queen's Printer, Ottawa, Ontario, Canada. Checks or money orders should be made payable to Receiver General of Canada.

Chile—Duties are low on goods essential for economic development and/or those not sufficiently available in Chile, such as certain foodstuffs, construction materials, machinery, fuels, parts and accessories, raw materials and goods directly intended for agriculture, mining or manufacturing industries. Most luxury goods and those sufficiently available are prohibited importation except into the free zones of Arica, Magallanes, Aysen and Chiloe. Preferential duty rates granted LAFTA countries. Surtaxes of up to 200% and prior import deposits apply to most imports.

Arancel Aduanero 1952 (official 9th ed.). Includes import and export duty rates, taxes, customs ruling and interpretations, special regimes, treaties and conventions, sanitary regulations and other import restrictions. Imprenta y Litografia Universo, S.A., Valparaiso, Chile. 1959 ed., $17.13

Colombia—Food items and most consumer goods, especially those competing with domestic production, have high duties. Raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products not produced domestically enjoy relatively low duties and many are admitted free. General Treaty of Peace, Friendship, Navigation and Commerce of August 16, 1846, between Colombia and United States provides for most-favored-nation treatment for imports of contracting parties.

Regimen de Importaciones, Exportaciones y Cambios—Con Arancel de Aduanas, 1959, by Miguel Enrique Caldas. This is a looseleaf book with index which contains a complete set of rules and regulations regarding imports and exports, including import duty rates, taxes, licensing status and most other import restrictions and sanitary regulations. Looseleaf supplements keep book current. Address is Direccion y Administracion: Banco Industrial Colombiano (Carrera 8a., 13-61), Oficina 603, Aptdo. Aero 7633, Bogota, Colombia. Cost is probably about $50 a year for the service.

Costa Rica—based on SITC. Virtually complete duty revision expected in spring of 1963 with country's adherence to Central American common market. Current duties generally substantial on many consumer goods, imports which compete with domestically manufactured merchandise and those not considered essential to economic development. Duties are generally higher than they will be under Central American external tariff, particularly with many goods considered semiessential and luxury now subject to surcharges of 15 and 30% of c.i.f. value, respectively. Expected that adherence to common market will cancel surcharges.

Arancel de Aduanas, Ley No. 1738 de 31 de Marzo de 1954, June 1961. Includes import and export duties and general regulations. Very limited number of copies published. Imprenta Nacional, San Jose, Costa Rica. Cost is 25 colones (about $3.76).

Dominican Republic — Rates have been amended frequently. Basic tariff rates assessed on the basis of value or per unit or a combination thereof, and are generally low to moderate, except for luxury goods and those for goods of domestic production. Conventional rates, granted under provisions of GATT are extended to other contracting parties.

The basic rates, however, are increased by (1) a combined import tax of 24% of the gross invoice value, assessed on almost all dutiable goods; (2) a customs surtax of 12% of the sum of all taxes and duties paid in customs; (3) a consumption tax ranging from 5 to 25%, on many classes of goods.

Ecuador—Duties on consumer goods are substantial while duties on raw materials, machinery, equipment and parts are low and in some cases free. Preferential duty treatment accorded imports from other LAFTA member countries. Prior import deposits of 25 or 50% c.i.f. value are required and surtaxes of 13-18% of the value of the import are applied.

Arancel de Importacion (Executive Decree No. 808, dated May 25, 1962). This revised edition was published July 2, 1962 in the *Official Register.* It includes only import duty rates. Ministerio del Tesoro, Quito, Ecuador. Cost is 100 sucres and does not include notices of changes and amendments, which are published in the *Official Register.* [18 sucres = US$1.00.]

El Salvador—based on SITC. Generally substantial duties on consumer goods, imports competitive with local manufactures, economic development nonessentials. Free or preferential duties on most Central American common-market goods.

Tarifa de Aforos, 1959 contains import duties and rules for application and interpretation of the import duties. Tariff has not been changed to reflect Central American economic integration rates or preferential duties for other Central American republics. Address is Ministerio de Hacienda, San Salvador, El Salvador. Cost is $10.

Guatemala—based on SITC. Generally duties on many consumer goods, imports which compete with domestically manufactured merchandise and items which are not considered essential to economic development are substantial. Free duty status or preferential duties are granted to many goods of Central American common-market members.

Arancel de Aduanas, 1959. Includes export duties and general regulations. Tariff has not been updated since publication and recent developments with respect to Central American integration and consequent changes in many duties make firm reliance impossible. Address is Union Tipografica, Castaneda y Cia., S.C. Guatemala, Guatemala.

Haiti—Brussels. Tariff has minimum duties (those appearing in the Tariff) which apply to all countries granting most-favored-nation treatment to Haiti; conventional duties which apply to imports from countries with which Haiti has signed bilateral trade agreements

as well as from the signatories of GATT; and maximum duties, amounting to twice the minimum tariff, which apply to imports from countries not included above.

Rates are specific, ad valorem, or a combination of the two, and range generally from 10-55% ad valorem. A luxury surtax of 4 or 6% ad valorem is collected on a wide range of products. A tax of 5% of the c.i.f value is levied on many foodstuffs.

Excise taxes are collected on imported alcoholic beverages, cigarettes, petroleum derivatives and motor vehicles. Certain specialty goods imported for sale to tourists are exempt from ordinary customs duty and are subject only to a special tax of 5% ad valorem.

Tarif Douanier was published as a supplement to *Le Moniteur* (Official Journal of the Republic of Haiti), October 2, 1961. Contains only limited information as to import restrictions or other trade controls.

Honduras—based on SITC. Generally substantial duties on consumer goods, imports competitive with local manufactures, economic development nonessentials. Free or preferential duties on most Central American common-market goods.

Arancel de Aduanas, 1955 contains import and export duties. Has not been changed to reflect Central American economic integration rates or preferential duties for other Central American republics. Address is Ministerio de Economia y Hacienda, Tegucigalpa, Honduras.

Jamaica—SITC. Tariff has 2 schedules, with preferential applied to Commonwealth goods generally about 5% ad valorem below general applied to U.S. goods except 10% below on textile and metal manufactures. Normal tariff moderate despite use for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural, processing, textile and light-metal manufacturing industries plus transport and utilities enterprises. High duties on consumer luxuries and durables.

Mexico—High duties apply on most consumer goods, luxury articles and articles produced by long established industries. Membership in LAFTA has resulted in slightly higher volume of exports to member countries. In addition, continued expansion of import controls affect over 66% (by value) of Mexican imports, resulting in production goods accounting for about 80% of imports.

Nueva Tarifa del Impuesto General de Importacion, 1962, 2 volumes loose leaf. Includes rules for application of the tariff, import controls and various other special regulations. Does not include concessions granted under LAFTA. Informacion Aduanera de Mexico, S.A., Av. Amores 1544, Mexico 12, D.F., Mexico. $18.00 for the volumes, plus $12.00 annually for looseleaf replacements issued periodically as changes occur.

Netherlands Antilles—Tariff rates generally low, ranging from 4.5% to 14%, with rates on a few luxury items up to 55%. Concessions bound under GATT are extended to imports from all signatory countries. A pro forma license, issued by the Foreign Exchange Board is required for all imports except (1) those from the Netherlands, the United Kingdom, Surinam, the British and French West Indies, British Guiana and French Guiana, and (2) a specified list of essential goods imported from the dollar countries of North, Central and South America.

Nicaragua—based on SITC. Generally duties on consumer goods, imports which compete with domestically manufactured merchandise and items not considered essential to economic development are substantial. Free duty status or preferential duties granted to many goods of Central American common-market members.

Codigo Arancelario de Importaciones y Sus Reformas, August 1962. Includes equalized duties under Central American Agreement on Equalization of Import Charges and Second Protocol thereto. Also includes current export duties and general regulations. Address is Editorial Lacayo, Managua, D.F., Nicaragua.

Panama—based on SITC. High import duties apply to a few items, including those produced domestically such as tobacco and tobacco products, leather goods, a few food items such as dairy products, some paper and paperboard items and clothing. Goods subject to relatively low duties or free entry are: raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products. No import surcharges.

Paraguay—Most import items are subject to both specific and ad valorem duties and many nonessential items are subject to a prior deposit of 100% of their f.o.b. value as well. Specific tariff rates are not prohibitively high because of the exchange value of the guarani vis-a-vis the dollar. Specific rates, however, are supplemented by ad valorem rates that range up to about 50% of the c.i.f. value. Imports are also subject to a foreign-exchange surcharge of 24% of the c.i.f. value.

Peru—Import tariff is high and protective for goods also produced within country. A few categories of goods, such as necessary medicinal supplies, enter free of duty. Preferential duties granted to other members of GATT and LAFTA and to Chile. Temporary customs surcharges of 50% and 200% of specific duty imposed on many items. Ad valorem surtaxes ranging from 7½% to about 25% are collected, although most imports enter at 16-18%. Additional surtaxes are added to a small number of items.

Surinam—Rates of duty relatively moderate and generally range from 5-60% ad valorem, with most duties falling between 10 and 40%. Conventional rates granted under GATT apply to imports from U.S. and other countries enjoying most-favored-nation treatment. Exports of mineral products dutiable at 6.6% ad valorem.

Trinidad and Tobago—SITC. Tariff has 2 schedules, with preferential applied to Commonwealth goods generally about 10% ad valorem below general applied to U.S. goods. Normal duty moderate despite use of tariff for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural, processing, textiles and light-metal manufacturing industries plus transport and utilities enterprises. Also, low duties noncompeting foodstuffs but high duties other foodstuffs and consumer durables.

Schedules of Import Duties and Exemptions from Duties Imposed under Customs Ordinance, Ch. 32, No. 2 (dated April 6, 1962) contains import duties and exemptions from them. Obtainable from Government Printing Office, Port of Spain, Trinidad, for about US$0.62. Changes published in Trinidad and Tobago Gazette prepared at same location, obtainable for $10.62 a year.

Uruguay—Most import items subject to ad valorem duties based on fixed customs valuations called "aforos." Some items also subject to specific duties. Almost all items subject to a port-handling fee, to an increase of 50% of the combined duties and port-handling fee and to a surtax of 1% of the total sum of customs duties and charges.

Nonessential items are subject to a foreign-exchange surcharge ranging from 40%-300%, the latter figure being applicable only to automobiles and certain automotive goods. Where 150% and 300% exchange surcharges apply, a prior deposit of 100% of the c.i.f. value is required. Many duties alone, exclusive of surcharges and prior deposits, range as high as 110%.

Venezuela—SITC. Duties on consumer goods and goods competing with domestic production are high. Raw materials, semifabricated products, machinery and equipment for industries enjoy relatively low rates of duties, as do essential foods and pharmaceutical products not produced locally. The Supplemental United States—Venezuelan Reciprocal Agreement of 1952 provides for mutual most-favored-nation treatment for imports of contracting parties. Ad valorem surcharges applied in case of few products but bulk of all imports subject to single import duty, and consular fee ranging from 2 to 3.5%.

Arancel de Aduanas includes import tariff schedule, list of commodities subject to prior import licenses, list of commodities which may be imported at controlled free rate of exchange, exchange regulations, the United States—Venezuela Trade Agreement and other information useful to importers in Spanish and English. Published in looseleaf form and notices of all changes and amendments are mailed to subscribers. Price of this complete service was reported in 1960 at $60 a year. Available from W. Poulsen, Veroes A. Jesuitas, 31-1, Aptdo. 3434, Caracas.

The designations EEC, EFTA, and GATT below refer to European Economic Community, whose full members

are Belgium, France, Germany (Federal Republic), Italy, Luxembourg and the Netherlands; European Free Trade Association, whose full members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland and United Kingdom; and General Agreement on Tariffs and Trade which has 44 full members.

Austria—Brussels. Ad valorem duty rates apply to most positions. Rates range from 0-10% for raw materials, semifinished goods up to 20% and finished products up to 40%. For anticyclical reasons, voluntary reductions of 10%, sometimes more, extended to large number of nonagricultural items. Preferential reductions extended to industrial and certain other goods originating in other EFTA member states.

Bundesgesetzblatt fuer die Republik Oesterreich contains all present customs duties and turnover equalization taxes. Obtainable from the Vertriebsabteilung der Oesterreichischen Staatsdruckerei, Rennweg 12a, Vienna III. Yearly foreign subscription price is AS150 ($5.80) for 1,800 pages. *Oesterreichischer Gebrauchs-Zolltarif,* a looseleaf edition listing customs duties and supplementary sections of laws relative to custom valuation, tare tariff and turnover equalization tax, is published by Zoll-und Steuernachrichten, 148a Landstrasser Hauptstrasse, Vienna III. AS240 ($9.30). Annual supplements to this publication are priced at AS100 ($3.90).

Belgium—Brussels. Has common tariff with Benelux partners, the Netherlands and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Leopoldville), Rwanda, Burundi and Dutch overseas territories, also to all products from EEC countries outside Benelux.

Tarif des Droits d'Entrée, des Droits d'Accise, des Taxes de Transmission et de Luxe, 1962, is a looseleaf publication in 3 volumes. It includes import duty rates, transmission taxes, licensing and similar restrictions. Editorial Office, 9 rue St. Bernard, Brussels, Belgium. 805 francs ($16.10) for all 3 volumes. Replacement sheets believed to cost about 3 francs ($0.06) each, with bills submitted quarterly to subscribers.

Nomenclature Douanière des Marchandises, 1962, is a looseleaf publication, containing alphabetical index of Benelux Customs Tariff. Editorial Office, 9 rue St. Bernard, Brussels, Belgium, 350 francs ($7). Replacements, 3 francs ($0.06) a sheet, billed quarterly.

Tarif des Droits d'Entrée, 1962, is a looseleaf publication, which includes general Benelux import duty rates, together with Benelux import duty rates applicable to other EEC member states and the rates of the EEC Common External Tariff. Moniteur Belge, 40-42 rue de Louvain, Brussels, Belgium, 170 francs ($3.40) a year.

Denmark—Brussels. A low tariff country with many commodities entering free of duty. Duty rates range from free to 22½% ad valorem with the exception of certain flower items which have a duty of 30%. Clothing and accessory items of textile fibers and certain glassware have a duty of 22½%. Most machinery items have a duty range of 5-12%. Denmark grants preferential tariff treatment for industrial and certain other goods originating in the other EFTA countries.

Lovtidende A 1962 NR. XII contains Law No. 147 of May 21, 1962. Includes import duty rates applicable to all countries with a separate column showing special reduction rates of duty for the EFTA countries. Inquire of J. H. Schultz A/S, Copenhagen, Denmark.

Finland—Based on Brussels. Tariffs are generally low to moderate, but duties on certain prepared foods and textile articles are substantial. Chief domestic agricultural products are protected by a system of agricultural fees. Finland grants preferential tariff treatment to industrial and certain other goods originating in EFTA full-member countries.

Finlands Tulltariff, 1962, (in Swedish), same as *Suomen Tullitariffi,* 1962 (in Finnish). Includes import duty rates, turnover tax (when applicable) and licensing status. Statens Publikationsbyra, Annegatan 44, Helsinki, Finland.

France—Based on Brussels. Import duties are not excessive. With a few exceptions, duties on agricultural products range from free for raw cotton to 26% ad valorem for tea. Most industrial raw materials may enter either duty free or at a very low rate. Import tariffs for industrial products range from about 12-27% ad valorem. A customs stamp tax of 2% is levied on value of total customs charges on imported products from any source. Imported alcohol and products thereof are subject to a compensation surtax.

"Minimum" duty rates granted to nations enjoying most-favored-nation treatment including U.S. Preferential tariff reduction is accorded on industrial products originating from other EEC member countries. Members of franc-zone consisting of former and present French overseas areas receive preferential treatment which accords duty-free entry.

Tarif Douanier Francais includes export duty rates, taxes, licensing status and most other import restrictions, and sanitary regulations. Encyclopedie Douaniers, 43 Rue du Colise, Paris (8). 450 francs ($90.40) a year for looseleaf edition. Price includes supplying of notices of all changes and amendments to duty rates enacted during year.

Germany, Federal Republic of, including West Berlin—Brussels. Tariffs low in past, increasing in line with EEC obligations. Extensive changes scheduled July 1, 1963. Present tariffs 0-10% for raw materials, up to 18% for semifinished items and 25% for finished goods. Tariffs and EEC levies high for some agricultural items. Some items subject to specific duties. Retaliatory 40% EEC rate on polyethylene, polystyrene, synthetic and artificial cloth. Reductions granted EEC members.

All present customs duties as well as the proposed Common External Tariff and the turnover equalization tax are published in the *Bundesgesetzblatt,* obtainable from the Bundesanzeiger Verlagsges mbh, Bonn. Subscription price, quarterly, DM5 ($1.25). A looseleaf edition issued by the Minister of Finance, *Deutscher Gebrauchs-Zolltarif,* is available from Verlag des Bundesanzeigers, Breite Strasse (Pressehaus), Cologne. Loose leaves are issued, as appropriate, to up-date the basic tariff book.

Greece—Brussels. Except for raw materials, machinery and equipment, import duties are generally high, especially on textile products, agricultural products and consumer durable goods. In accordance with the provisions of the Greek-EEC Association Agreement, effective November 1, 1962, Greece reduced its import duty rates vis-a-vis the EEC member countries by 10% for agricultural commodities and by 5% for manufactured goods. Greek import duties on products from the EEC will be gradually reduced to zero over a period of 22 years for manufactured goods and 12 years for agricultural commodities.

Damologion, 1960, includes import duties. $3.33 a copy payable to National Printing Office, Ministry of Finance, Athens.

Iceland—SITC. Existing tariff list is a complex schedule of basic ad valorem duties to which are added a pyramid of specific duties by weight, surcharges and import fees. A new tariff list, based on the Brussels nomenclature and rules, was presented to the Parliament in January 1963 for passage. It does not change tariff rates but consolidates all the various charges into one single import fee for each category.

Ireland—Tariff rates on many chemical products and raw materials are low, but duties on most other products tend to be very high and change infrequently. Tariff exemptions are often granted for industrial goods not locally available. Two types of preferential tariff treatment granted, one to the United Kingdom and Canada, the other to other Commonwealth countries. These lower preferential rates apply only to certain selected products and are generally 30% of the full rate. There are no surtaxes on imports.

Customs and Excise Tariff, includes customs and excise duties, general summary of restrictions and prohibitions of imports and exports. Government Publication Sale Office, G.P.O. Arcade, Dublin. 3s. ($0.42) interleaved copies 3/6 ($0.49) a year. Amendments to tariff are issued from time to time and may be obtained free of charge.

Italy—Brussels. A relatively high-duty EEC country except that certain needed raw materials enter free or at low duties. However, since 1957 duties have been reduced to EEC countries, in stages, and smaller but substantial reductions have been made also to the U.S. and other non-EEC countries. Practically all rates ad valorem. No customs surtaxes.

Tariffa dei Dazi Doganali di Importazione della Repubblica Italiana, 1962. Obtainable from Istituto Poligrafico dello Stato, Libreria dello Stato, Rome for 8,000 lire ($12.89). Changes in the tariff are listed periodically in modification sheets (foglio di modificazione). *Foglio di Modificazione, N. 1* and *N. 2,* are available for 400 lire ($0.64), and 1,200 lire ($1.94), respectively.

Luxembourg—Brussels. Has common tariff with Benelux partners, Belgium and the Netherlands. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods.

Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Leopoldville), Rwanda, Burundi and Dutch overseas territories; also to EEC countries outside Benelux.

The Luxembourg version of the Benelux tariff is published in the Grand Duchy's official gazette, *Mémorial*, and not as a separate publication. Changes in the tariff are also published in *Mémorial* as they occur. Published by Imprimerie de la Cour Victor Buck, Luxembourg City, Luxembourg. Issued weekly or more frequently as circumstances warrant.

Netherlands—Brussels. Has common tariff with Benelux partners, Belgium and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Leopoldville), Rwanda, Burundi, and Dutch overseas territories; also to EEC countries outside Benelux.

Handboek Voor In- En Uitvoer, 1962, includes import duty rates, tariff laws, sales tax rates, licensing status and most other import restrictions. This looseleaf publication, in 3 volumes, is published by N. V. Martinus Nijhoff's, 9 Lange Voorhout, The Hague, Netherlands. 76.90 guilders ($21.22) a year for the 3 volumes.

In- En Uitvoerniews, 1962 (import and export news) is a monthly publication of recently enacted import and export regulations, including duties, taxes, quotas and similar subjects. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen, Netherlands. 40 guilders ($11.08) a year; binding 1.85 guilders ($0.51).

Norway—Based on Brussels. A moderate tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on industrial products run as high as 30%. Certain machinery of a type not produced in Norway are often given preferential tariff treatment. Chief domestic agricultural products receive tariff protection. Preferential tariff treatment is granted most industrial and certain other goods originating in EFTA member countries.

Tolltariff, 1961. Includes tariff schedule, import and export regulations, excerpts from basic tariff regulations, licensing status and import and export free list areas. A/S Bokcentralen, Oslo, Norway.

Portugal—Brussels. A generally high duty tariff, with both minimum and maximum rate schedules. Rates are generally specific. No customs surtaxes or sales taxes. Imports of most goods from EFTA are dutiable at 50% of minimum schedule. Imports from Portugal's overseas provinces are dutiable at 30% of minimum schedule.

Panta dos Direitos de Importacao. Published by Imprensa Nacional de Lisboa, 1959. Contains import duties. A number of changes have been made, most of which have been incorporated into Supplement No. 1 of the International Customs Journal, Portugal, No. 9 (8th ed.) December 1960.

Spain—Brussels. High duty tariff, almost all rates are ad valorem. Tariff established in 1960 and with minor exceptions has been unchanged. It is a single-column tariff so that the same rates are applicable to imports of all origins. There are no surtaxes but there is a "fiscal tariff" which is the equivalent of sales and other taxes paid on domestic goods.

Arancel de Aduana y Tarifa Fiscal, Madrid, 1960. Published by Secretaria General Tecnica de la Presidencia del Gobierno. Contains import and export duties and fiscal tariff (this tariff replaces the sales and most other taxes). Cost, 90 pesetas ($1.50). Most rate changes are incorporated into Supplement No. 1 of International Customs Journal, Spain, No. 24 (9th ed.) February 1962.

Sweden—Based on Brussels. A low tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on manufactured goods run as high as 20% for certain textiles and textile products. Chief domestic agricultural products are protected by a system of agricultural fees. Preferential tariff treatment is granted industrial and certain other goods originating in EFTA member countries.

Tulltaxa, 1961. Includes import and export regulations, basic excerpts from the customs law, section on special taxes applied on imports. P. A. Nordstedt & Soners Forlag, Stockholm, Sweden. 41.70 crowns ($8.05). There is also a looseleaf edition entitled *Tullverkets Forfattnings-handbocker 1:1* which contains basically the same information.

Switzerland—Based on Brussels. Import duties are moderate. Preferential duty treatment granted to GATT members including the United States, and those countries with which bilateral trade agreements have been concluded. Switzerland grants a preferential tariff reduction on the import of industrial products and certain other goods from EFTA member countries.

Tarif d'Usage des Douanes Suisses, 1959. A looseleaf edition, includes duty rates, import taxes, licensing status and sanitary requirements. Direction Generale des Douanes, Bern, Switzerland.

United Kingdom—Based on Brussels. Duties on raw materials are low. On finished products, most duties range from moderate to high. Consumer products are generally dutiable at a high rate. Tariff rates do not change frequently, except for periodic reductions to members of EFTA. Two types of preferential treatment granted, one to Commonwealth members, the other to EFTA countries. Commonwealth products generally enter the United Kingdom free of duty. There are no surtaxes on imports.

H. M. Customs & Excise Tariff of the United Kingdom of Great Britain & Northern Ireland includes import duty rates, excise taxes and a general summary of import and export restrictions and prohibitions. H. M. Stationery Office, 423 Oxford St., London, W.1. £4 15s. 0d. ($13.30) a year for looseleaf edition, payable to H. M. Stationery Office. Price includes all changes and amendments to duty rates enacted during year. Price without amendments is £2 7s. 6d. ($6.65).

Yugoslavia—Brussels. Tariff is a generally high-duty tariff and is entirely ad valorem. Tariff has a general and a preferential schedule.

Uredba o Privremenoj Opcoj Carinskoj Tarifi, the new tariff as published in the official bulletin (Sluzbeni List, Kraljevica Marka 9, Belgrade). No bound edition available. Cost of January 27, 1962, edition of Sluzbeni List, $0.27.

Algeria—Brussels. With exception of goods coming from France almost all imports are subject to customs duties. Port tax of 0.2% on total value of goods imported. Duties remain for the present the same as French rates except for higher rates on coffee, vegetable oils, tobacco, matches, crude oil and petroleum products and certain types of used clothing. European Economic Community (EEC) members enjoy same preferential duty rates as granted by France for the present.

Tarif Douanier Francais. Includes export duty rates, taxes, licensing status and most other import restrictions and sanitary regulations (see France). As of July 1, 1962, any changes in Algerian regulations appear in Algeria's *Journal Officiel*. Subscriptions are 35 francs a year (4.97 francs = US$1) from Imprimerie Officielle, 9 Rue Trollier, Algiers, Algeria.

Burundi — Brussels. Duties (nonpreferential) on consumer and luxury goods generally higher than duties on capital goods. Rates generally stable. Revised schedule of duties expected to be published in not-too-distant future. No customs surtaxes. Customs union with Rwanda.

Cameroon—Brussels. Basic customs charges are import duty (nonpreferential) and Common External Tariff (not applied to imports from France, EEC countries or tropical African franc-zone countries). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Imports also subject to a turnover tax of 15%.

Tarif des Droits de Douane d'Importation et d'Exportation. 1957 edition. Contains general customs information, rates of import and export duties and other duties and taxes collected by the Customs Service, and import and export prohibitions and restrictions. *Tarif Douanier Exterieur Common a l'Union Douanier Equatoriale et a la Republique Federale du Cameroun*, Act No. 16/62—UDE, June 1962. Contains rates of Common External Tariff, list of exempted products. Both publications available from the Ministry of Finance of the Federal Republic of Cameroon, Yaounde.

Central African Republic—Brussels. Basic customs charges are import duty (nonpreferential) and Common External Tariff (not applied to imports from France, EEC countries or tropical African franc-zone countries) as member of 4-country Equatorial Customs Union. Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. A turnover tax of 11% is levied on imports in addition to the above 2 charges.

Tarif des Droits et Taxes d'Entree et de Sortie de l'A.E.F., 1958 edition. Contains general customs information, rates of import and export duties and other duties and taxes collected by the Customs Service, and import and export prohibitions and restrictions. Cost about $11. *Tarif Douanier Exterieur Common a l'Union Douanier Equatoriale et a la Republique Federale du Cameroun*, Acte No. 16/62—UDE, June 1962. Contains rates of Common External Tariff, list of exempted products. Both publications available from Ministry of Finance of the Central African Republic, Bangui.

Chad—Brussels. See Central African Republic, with which it is a member in the Equatorial Customs Union. Same publications as for that country, available also from Ministry of Finance of the Republic of Chad, Fort Lamy.

Congo (Brazzaville), **Republic of**—Brussels. See Central African Republic, with which it is a member in the Equatorial Customs Union. Same publications as for that country, available also from Ministry of Finance of the Republic of Congo, Brazzaville.

Congo (Leopoldville), **Republic of the**—Brussels. Duties (nonpreferential) on consumer and luxury goods generally higher than duties on capital goods. Rates generally stable. No customs surtaxes.

Dahomey—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods, reduced by 30% on imports from EEC countries). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Customs surtaxes include statistical tax (1%), standard tax (20%) and special taxes on certain products such as alcoholic beverages, petroleum products, tobacco products, matches.

Tarifs d'Entree et de Sortie de l'A.O.F., 1957 edition. Contains general customs information, rates of import duties and other duties and taxes collected by Customs Service, and import and export prohibitions and restrictions. Available from Ministry of Finance of the Republic of Dahomey, Cotonou.

Ethiopia — Brussels. Most imports subject to customs duties which apply equally to all countries. Agricultural and industrial machinery imported for cultivation of soil or production of goods exempt from all duties and taxes. All other goods, including duty-free commodities, subject to a transaction tax of 12% ad valorem and a municipal tax of 2%. Excise tax is levied on imported sugar, cotton, manmade textiles and alcoholic beverages. Duty rates are generally high on luxury items (e.g., jewelry, 60% ad valorem; perfumery, 50%; photographic equipment, 50%; passenger cars over $1,600, 40%) and moderate on machinery and essentials—free to 30%. Duties are protective for goods produced domestically.

Customs Regulations & Tariff. Published by Customs Head Office, Imperial Ethiopian Government, P.O. Box 217, 19 Abuna Mikael St., Addis Ababa. $4 a copy.

French Somaliland—Djibouti, the capital and only port of entry, is a free port. There are no general customs duties. However, a tax of 18% ad valorem on the c.i.f. value of all goods intended for local consumption is collected. Tobacco is subject to a sales tax of 20% ad valorem. Alcoholic beverages and perfumes are also liable to a sales tax. Goods in transit to or from Ethiopia are exempt from all such local taxes.

Gabon—Brussels. Basic customs charges are import duty (nonpreferential) and Common External Tariff (not applied to imports from France, EEC countries or tropical African franc-zone countries) (4-country Equatorial Customs Union). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. A turnover tax of 9.5% is levied on imports in addition to the above 2 charges. Same publications as for Central African Republic, available also from Ministry of Finance of the Republic of Gabon, Libreville.

Ghana—SITC. Duties on nonessentials as high as 100%. Rates (nonpreferential) change frequently. Surtax (purchase tax) on specified nonessentials up to 100% of duty-paid value.

The Schedules to the Customs Ordinance (Cap. 167). The Excise Ordinance, 1953, and The Purchase Tax Act, 1961 (Act 67). Includes export duties, excise taxes and purchase tax rates. Government Printing Department, Accra, Ghana, price 4 shillings 6 pence ($0.63).

Guinea, Republic of—Brussels. Import duty (nonpreferential) is generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Imports also subject to an "equalization tax" which varies, according to product, from 10-25%.

Tarifs d'Entree et de Sortie de la Republique de Guinee, 1961 edition. Contains general customs information, rates of import and export duties and other duties and taxes collected by the Customs Service, and import and export prohibitions and restrictions. Available from Ministry of Finance of the Republic of Guinea, Conakry. Price is 3,000 Guinea francs ($12.15) a copy.

Ivory Coast—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods, reduced by 30% on imports from EEC countries). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Customs surtaxes include statistical tax, 1%, special import duty, 7.53%, tax on value added, 11%, and special taxes on certain products such as alcoholic beverages, tobacco, cartridges and petroleum products.

Same publication as for Dahomey, available also from Ministry of Finance of the Republic of the Ivory Coast, Abidjan.

Kenya—SITC. Duties (nonpreferential) on consumer goods generally are more substantial than those on industrial and raw materials. Duty rates do not change frequently. No customs surtaxes.

The Customs and Excise Tariff Handbook, published by the East African Customs and Excise Department, the Customs House, Nairobi, Kenya. Price: 2 shillings, 50 EA cents ($0.35). Contains details of customs import and suspended duties and excise duties in operation in Kenya, Tanganyika and Uganda. Latest edition published in May 1961. Additional information on methods of determining customs and excise duties, refunds, etc., are contained in the East African Customs and Excise Acts and Regulations, copies of which are obtainable from the Customs House for 6 shillings ($0.84).

Liberia—SITC. Duties on luxury items higher. No preferential duties. Customs surcharge of 15% of the regular duty levied on all imports, plus a public highway fund levy of 5% of f.o.b. value. *Republic of Liberia Customs Tariff*, 1940, with amendments, includes export duty rates, luxury and special taxes, penalties and a synopsis of the customs law. Available from the Liberian Bureau of Customs, Monrovia, in edition of February 1, 1957.

Libya—Brussels. Most imports, drilling rigs and some oil-exploration equipment excepted, are subject to import duties (nonpreferential). Customs duties on luxury goods are particularly high ranging between 33⅓% ad valorem on synthetic fiber textiles to 200% for wines. In addition, a 5% surcharge is levied on all duties.

Customs Tariff Schedule, May 1962, obtainable from Ibrahim Hafez Ramadan Translation Office, 31 Giadat Omar El Mukhtar, P.O. Box 671, Tripoli, Libya.

Malagasy Republic—Brussels. Import duty is generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Duty is not applied to imports from EEC countries, tropical African franc-zone countries, Congo (Leopoldville), Rwanda, Burundi, Somali Republic or French overseas territories. Customs surtaxes include an import tax, mostly in the 11-31% range, and a consumption tax on certain products such as alcohol and alcoholic beverages, tobacco products, leather goods and alcohol-base perfumes.

Tarif des Droits et Taxes Percus par la Douane, 1961 edition. Contains general customs information, rates of import and export duties and other duties and taxes collected by Customs Service, and import and export prohibitions and restrictions. Available from Ministry of Finance of the Malagasy Republic, Tananarive.

Mali—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods; reduced by 30% on imports from EEC countries). Duties are generally low on basic food items and industrial equipment, high on consumer goods considered to be nonessential. Customs surtaxes include standard tax of 20% and special duty of 6%.

Same publication as Dahomey for import and export duties and other duties and taxes collected by Customs Service, available also from Ministry of Finance of the Republic of Mali, Bamako. Special and local taxes on imported products and explanatory material are contained in *Codes des Impots Directs et Indirects et Taxes Assimilees*

Applicable en Republique du Mali en 1962, available from the Chamber of Commerce, Agriculture, and Industry of Bamako.

Mauritania—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods, reduced by 30% on imports from EEC countries). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Customs surtaxes include standard tax, 19.24%, and turnover tax, 9.89%.

Same publication as Dahomey, available also from Minister of Finance of the Islamic Republic of Mauritania, Nouakchott.

Morocco—Brussels. With few relatively minor exceptions all imports subject to customs duties (nonpreferential), also various surtaxes of 9-20% ad valorem. Capital goods, fuels, raw materials, essential imports generally subject low tariffs, 5-25% ad valorem. Duties on nonessential consumer goods, luxury products or commodities competing with local manufacturers range from 30-100%.

Tarif des Droits de Douane #132, 2d edition 1961. Includes import duty rates only. Obtainable from Administration des Douanes et Impots Indirects, Rabat, Morocco. Rectifications are published periodically and can also be obtained.

Niger—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods, reduced by 30% on imports from EEC countries). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Principal customs surtax is standard tax of 20%. Same publication as Dahomey, available also from Minister of Finance of the Republic of Niger, Niamey.

Nigeria—SITC. Duties on nonessentials are high. No preferential duties or customs surtaxes. *The Tariff—1959*. Federal Government Printer, Lagos, Nigeria, 2 shillings 6 pence ($0.35). Includes general customs information, import duty rates, the free list, prohibited import and export list, drawback regulations, excise taxes and export duties.

Portuguese Overseas Provinces (Angola and Mozambique)—Duties on consumer goods generally are substantial; more moderate on industrial and raw materials. Metropolitan Portugal receives very advantageous duty and surtax rates under a 2-column preferential system. Surtaxes generally range from 1-10% on imports from the Metropole, from 1-30% on imports from foreign areas. Duties and surtaxes are not often subject to change. However, a new customs code, tariff and surtax schedule, conforming to Brussels nomenclature, is to be issued in 1963.

Rwanda—Brussels. Duties (nonpreferential) on consumer and luxury goods generally higher than duties on capital goods. Rates generally stable. Revised schedule of duties expected to be published in the not-too-distant future. No customs surtaxes. Customs union with Burundi.

Rhodesia and Nyasaland, Federation of—Duties on consumer goods generally are substantial, rates on industrial and raw materials usually moderate. Changes in duties are quite frequent. Under a 4-column tariff system the Federation grants preferential duty rates to imports from the United Kingdom, its dependencies and the Commonwealth. No customs surtaxes.

Boe's Customs Index, includes import duty rates, dumping duties, duty exemptions and rebates for industrial goods and most other import regulations, P.O. Box 1710, Salisbury; price: 5 pounds, 5 shillings ($14.70). Price of annual subscription includes supply of notices of all changes and amendments to duty rates enacted during the year. *Boe's Tariff Guide* shows under which tariff item specific commodities fall. Annual subcription, price: 3 pounds, 3 shillings and 3 pence ($8.86), including amendments.

Senegal—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods, reduced by 30% on imports from EEC countries). Duties generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Customs surtaxes include standard tax of 19.24%, turnover tax of 9.89%.

Tarifs d'Entree et de Sortie, 1962 edition, contains general customs information, rates of import and export duties and other duties and taxes collected by the Customs Service, and import and export prohibitions and restrictions. Available from the Ministry of Finance of the Republic of Senegal, Dakar.

Sierra Leone—SITC. Duties on luxury goods higher. Items from Commonwealth countries granted preferential rates.

Department of Customs and Excise Handbook, Volume II, The Government Printer, Freetown, Sierra Leone, or Crown Agents for Oversea Governments, 4 Millbank, London, S.W.1, 5 shillings ($0.70). Contains import and export duties, exemptions from import duty, tariff rules, schedule of territories enjoying preferential duty privileges and the import and export prohibition schedules.

Somali Republic—In general all imports subject to customs duties. Equipment imported for new industries, agriculture, mineral (including oil) research and "firms engaged in the social development of the state" is exempt, as is equipment imported by existing industries where the value is 20% or more of the invested capital.

Preferential duty rates have been abolished. Separate customs tariffs remain in effect for the Northern Region (former British Somaliland) and Southern Region (former Italian Somalia). Duty rates are generally lower in the Northern Region (machinery, refrigerators—free; motor vehicles—20%) than in the Southern Region (machinery—12%; motor vehicles—30%).

South Africa, Republic of—Duties on consumer goods and on goods produced locally generally are high. Duty rates tend to change frequently. Under a 3-column tariff the Republic grants favorable tariff rates on a few selected items under bilateral trade agreements, usually to the United Kingdom and Canada. No customs surtaxes.

"Jacobsens" Customs Tariff Index includes import duty rates, dumping duties, duty exemptions for industrial goods and most other import regulations. 263 Schoeman St., P.O. Box 1878, Pretoria; price: 6 rands, 30 cents ($8.82) initial price, plus 10 rands, 50 cents ($14.70) annual subscription for looseleaf edition. Price of annual subscription includes supplying of notices of all changes and amendments to duty rates made during the year.

Spanish Africa—Brussels. The Spanish customs laws and rates prevail in all Spanish possessions in Africa except that petroleum-exploration machinery is exempt. A statistical and customs handling fee of 0.75% ad valorem is levied on all foreign imports. In addition these goods are subject to any indirect taxes levied upon national goods. No customs tariff applied against inter-Spanish trade, otherwise prevailing rates are applicable to all countries without preference.

Customs Tariff Classifications and Rates, in Spanish, published in the *Boletin Oficial del Estado*, Number 196, August 17, 1961. Government of Spain, Madrid.

Sudan—Based on Brussels. Almost all imports are subject to import duties which average about 40% ad valorem. Raw materials have low rates while duties on luxury items are high, ranging up to 100% on jewelry and cosmetics and 300% on some alcoholic liquids. Tobacco product imports are charged $9.90 per net kilogram. Some preferential duty rates are granted the U.A.R., particularly on textiles and yarns.

Schedule of Customs Duties, October 1961. Customs Headquarters, Government of Sudan, Khartoum, Sudan.

Tanganyika. See Kenya.

Togo—Brussels. Import duties generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Duty is levied uniformly on goods regardless of country of origin. Principal customs surtax is transaction tax of 15.71%.

Tarif Officiel des Douanes, 1958 edition. Contains rates of import and export duties. Available from the Chamber of Commerce, Agriculture and Industry of Togo, Lome.

Tunisia—Based on Brussels. Excepting Governmental purchases and few relatively unimportant commodities, all imports are subject to customs duties. Capital goods, raw materials, essential imports generally have low duties, 5-25% ad valorem. Luxury, nonessential, or commodities competing with local industries, subject to 30-100% duties. Several customs surtaxes applied which often equal 25-30% ad valorem. Many French agricultural, manufactured products granted 5-10% preferential tariff treatment.

Tarif des Douanes, #59-5, August 1959. Includes import duties. Available from Imprimerie Officielle de La Republique Tunisienne, Tunis, Tunisia. $1.38 cost.

Uganda. See Kenya.

Upper Volta—Brussels. Basic customs charges are fiscal duty (nonpreferential) and customs duty (not applied to French goods, reduced by 30% on imports from EEC countries). Duties are generally low on basic food items, clothing and industrial equipment, high on consumer goods considered to be nonessential. Customs surtaxes include standard tax of 25%, temporary development tax of 10%, statistical tax of 1% and special taxes on certain products such as alcoholic beverages, tobacco, cartridges and petroleum products.

Same publication as Dahomey, available also from Ministry of Finance of the Republic of Upper Volta, Ouagadougou.

Aden—Tariff includes only 13 items falling into 3 categories: alcoholic beverages, tobacco and products, and gasoline. All but 3 are specific duties. No preferential rates; no surtaxes.

The Aden Colony Gazette, No. 63, December 1960, contains duties and customs regulations. Printed by the Government Printer, Aden. Price, $0.50.

Afghanistan—While all import duty rates are levied on an ad valorem basis, arbitrary values also are fixed for each commodity, complicating computation of the actual duty incidence between items dutiable at a low or high rate. Generally speaking, the highest duties apply to consumer goods. No preferential rates.

Bahrain—Tariff lists 104 items ranging from 5-15% ad valorem, majority of these are 10%. No preferential rates; no surtaxes.

Bahrain Customs Ordinance, 1950, includes the customs ordinance, list of prohibited goods, import and export duties and other customs fees and charges. Published by the Bahrain Government at a cost of 2 rupees (about 50 cents).

Burma—SITC. Current tariff rates, increased substantially for most of the 193 dutiable items in September 1961, are mainly ad valorem, ranging from 5-350%. Lowest rates apply to foods, oils, medicines, chemicals, newsprint, iron, steel, machinery, typewriters, aircraft, raw cinema film and seeds; highest to liquors, tobacco, perfumery, textiles, jewelry, radios, cameras and playing cards. No preferential duties; no surtaxes.

Ceylon—Uses SITC nomenclature, with most tariff rates ad valorem. Preferential rates for some imports from British Commonwealth and Burma. Moderate level on most goods; high duties on liquors, luxury items and locally produced goods. Effective July 1962, import duties raised on wide range of products and in August 1962 import duties increased by 20% for all remaining tariff items except foodstuffs and various petroleum products. Surtaxes on a few items.

Cyprus—SITC. Rates range from 4-150% with only a few items at the highest rates, some luxury items between 40 and 60%, and many items at the 8 to 16% level. There is a substantial number of free items including most agricultural machinery, fertilizers, cereals, petroleum and ores. Preferential rates apply to goods of British Commonwealth origin. No surtaxes.

Cyprus Customs and Excise Tariff, 1961, includes the Customs Law of 1961 and a list of duty-exempt goods. Translated and duplicated by Pan Publishing House, 10, Alexander the Great St., Strovolos, Cyprus.

India—Many tariff rates modified by notes, showing exceptions or different duties. Most rates ad valorem, 20-50%. Agricultural implements and appliances free, industrial machinery 15%. Highest duties apply to textiles, motor cars and parts, bicycles and parts, zip fasteners, hardware, jewelry, furs, leather goods, furniture, soap and liquors. Preferential rates to goods from Burma and British Commonwealth. Some excise duties but no surtaxes.

Indian Customs Tariff issued every June 30 and December 31 includes export tariff, excise duties and cesses. Department of Commercial Intelligence and Statistics, Government of India, Calcutta, Rs. 3.15 or £0/5/3 (about $0.75) a copy, payable to the Government of India. Purchasable from the Manager of Publications, Civil Lines, Delhi 8, India, or from the High Commission of India, India House, Aldwych, London, W.C. 2, England.

Iran—Tariff consists largely of specific rates (nonpreferential). Exempted items include grains and flour, fish, milk, fertilizers and aircraft and parts. Ad valorem duties range from 5 to 100%. Low rates levied on most types of capital machinery, and drugs and medicines while rates on such consumer goods as passenger cars, radios and furs are substantial. A commercial profits tax is levied on most imports.

Iraq—Brussels. Ad valorem duties predominate, although many are specific. Lowest duties apply to petroleum products, paints, paper, tools, industrial refrigerators, bicycles and machinery. Some agricultural implements, industrial machinery and chemicals are free of duty. High duties apply to beverages, tobacco, leather goods, clocks, watches and furniture. Preferential rates apply to specified products imported from certain Arab League countries.

Israel—Brussels. Tariff (nonpreferential) is predominately ad valorem in all categories of commodities except food, beverages and tobacco. Rates are generally high, mostly in the range of 30-100%. Machinery and agricultural implements, however, take a duty of only 20%. High purchase taxes are levied on some commodities. No surtaxes.

An English-language edition *Customs Tariff* is supplied free of charge to all subscribers to *Business Diary Tariffs and Feed*, a periodical service of English translations of Israel tax laws. Current edition of the customs tariff, dated Feb. 22, 1962, includes excerpts of taxation and investment laws. Subscription service available from Business Diary, 37 Harbour St., P.O.B. 1313, Haifa; or 49 Yehuda Halevy, P.O.B. 2911 Tel Aviv, at a cost of I£40 ($13.33) for the first year and I£25 ($8.33) for each additional year. No price quoted for tariff book separately.

Jordan—Brussels. Most rates are ad valorem and generally quite low. Many foods, minerals, fertilizers and chemicals are free of duty, also most kinds of industrial and agricultural machinery. Duties range up to 20% on some foods, chemicals, paints, leather, paper and cotton textiles. Duties above 20% apply only to nonessential commodities. Some minor import taxes. Preferential rates apply to specified products imported from certain Arab League countries.

Kuwait—A duty of 4% ad valorem is levied on all dutiable goods imported into Kuwait except liquor (100%) and liquified petroleum gas (100%). No preferential duties, no surcharges. Tariff not published because of the uniform duty.

Lebanon—Brussels. Most rates are ad valorem, ranging from 1-50%. Free items include pharmaceuticals, tanning and dyeing substances, some chemicals, books and agricultural machinery. Lowest duties apply to dairy products, cereal grains, petroleum products, minerals, chemicals, plastic materials, metals, machinery and tools; highest to automobiles, vegetables, fruits, liquors, perfumery, toilet preparations, hides, leather, clothing and shoes. Preferential rates apply to specified products imported from certain Arab League countries.

Tarif des Droits, de Douane in Arabic and French, dated 1960, is published by Conseil Superieur des Douanes, Republique Libanaise, Beyrout, Lebanon, to whom the remittance of L£10 ($4.52) should be made payable.

Muscat and Oman—Tariff comprises 127 items with ad valorem rates. Maximum duty on all but 7 items is 17½%. Highest duties apply to wine, beer, opium (75%); vegetable ghee, cigars, cigarettes (25%); and motor cars (20%).

Nepal—Tariff comprises 178 items of which 160 are ad valorem, ranging from 1-100%. Newspapers, books and periodicals enter free. Lowest duties apply to dried or condensed milk, seed potatoes, minerals, petroleum products, chemicals, metals, tires, medicine, newsprint, machinery, airplanes, bicycles and scientific and medical equipment; highest to furs, tobacco products, textiles, clothing, toilet preparations, electrical appliances, motor cars, luggage, clocks, watches, toys and plastic goods. No surtaxes or preferential duties.

Rate of Duties on Imports into Nepal from Foreign Countries, published in the Nepal Gazette, Part II, Sect. 2, Vol. 40 Kha, Magha 26, 2018 (Feb. 8, 1962). In Nepali language only. Address inquiries to Gorkha Patra Press, Kathmandu, Nepal.

Pakistan—Brussels. Most duties are ad valorem. Free items include grains, flour, ores, wool, coal, books, agricultural tractors and fertilizers. Most capital equipment may be imported at a fairly low rate of duty while such consumer items as textile fabrics, clothing, tobacco and passenger cars take the highest rate. Preferential rates applicable to selected commodities imported from United Kingdom, India and British Colonies. Sales tax of 12½% applicable to most imports.

Pakistan Customs Tariff, July 1, 1960, includes export duty rates and cesses (export taxes). Ministry of Commerce, Government of Pakistan, Karachi.

Qatar—General rate of 2½% ad valorem applies to most goods. Duty on tobacco is 10%; on beer, phonographs and phonograph records, 15%; and on liquor, 30%. There are minor port charges, but no surtaxes and no preferential duties.

Saudi Arabia—Most duties are ad valorem, moderately low, ranging up to 40% (except for one tobacco item). Animals, milk, cheese, grains, flour, dried vegetables, medi-

cal supplies, books, paint, varnish, machinery, agricultural implements and fertilizers are free of duty. Low duties apply to eggs, fresh or canned vegetables, canned fruits, blankets, metals, pipes, oil, grease, tires and industrial electrical equipment. Perfumery, tobacco, firearms and cameras take highest duties. Preferential rates apply to specified products imported from certain Arab League countries. No surtaxes.

Customs Tariff, March 1960, includes principal provisions of customs law and tables of weights and measures. The original, in Arabic, is published by the Kingdom of Saudi Arabia, Ministry of Finance, Directorate of General Customs Administration, priced at 5 rials ($1.11), payable to the Printing, Press and Publication Organization in Jidda. An English translation has been made by Arabian Oil Co., Local Government Relations Dept., Translation Div., Dhahran, Saudi Arabia.

Syria—New customs tariff, using Brussels nomenclature, put into effect January 1, 1963.

Trucial States include 7 shaikhdoms in the Persian Gulf area: Abu Dhabi, Dubai, Sharjah, Ajman, Umm al-Qaiwain, Ras al-Khaimah and Fujairah. Ad valorem duties for imports by sea into Sharjah, 2½%; by air, 2%. Ad valorem duties for imports into Dubai are 4.7%. Transit dues of 1½% apply to both areas. There are no duties in the other states. No surtaxes; no preferential duties.

Turkey—Brussels. Most rates (nonpreferential) are ad valorem, ranging from 5-200%. Lowest rates are generally on raw materials and capital equipment; higher duties on consumer goods, particularly luxury items. Duty-free goods include medicines and medical equipment, fertilizers, books and live animals. Customs surtax of 15%.

An English translation of the Turkish customs tariff, in mimeographed form, is distributed by Turk Argus Ajansi, Is Bankasi Hani, P.K. 1025 Galata, Istanbul. Annual subscription of 750 Turkish lira ($82.50) includes translations of official gazettes. Price of tariff alone is 50 Turkish lira ($5.50).

United Arab Republic—Brussels. All duties, except on tobacco, are ad valorem. Rates vary widely, from 2% to 300%, with some exemptions. Statistical tax of 1% assessed on all imports, and excise duties on 19 items including alcohol, liquors, petroleum products, cement, coffee, lighters, matches, playing cards, synthetic fabrics, salt, sugar, and wheat flour. Preferential rates apply to specified products imported from certain Arab League countries.

U.A.R. Customs Tariff, 1962, in English translation, includes an explanation of the tariff, the export tariff and excise duties. Customs Education Institute, Japan Trade Center, Cairo. E£3 ($8.61) a copy, payable to publisher.

Yemen—"Essential" commodities are dutiable at 10-12½%; "non-essentials" at 20%.

Australia—Preferential duties accorded British Commonwealth countries. Surtaxes (primage duty) of either 5 or 10% levied on many items. Most duties are ad valorem although some are specific or a combination of the two. Tariff provides for some very high rates of duty, particularly on consumer goods. However, many imports, mainly producers' goods, enter free or at reduced duty under Customs by-law treatment, when not available from domestic sources of supply. Government reportedly preparing new tariff which will be based on either Brussels or SITC nomenclature.

Customs and Excise Tariffs includes import and primage duties. Available from Department of Customs and Excise, Canberra, A.C.T., Australia. Price, £A1 10s. 6d., ($3.40) for basic edition including amendments. Latest issue, July 1962.

Cambodia—Brussels. Duties designed for revenue, but protective rates set for some agricultural products and manufactures produced locally. Goods deemed useful to industrial or agricultural development enter free or at relatively low rates. All imported goods subject to surtaxes of specific type and to a "turn-over" tax, which is 12% ad valorem for most imports. Duty exemption for capital equipment and raw materials is available under the 1957 investment law in connection with new private foreign investments.

Tarif des Droits de Douane du Cambodge, 1959, includes import and export duty rates, general rules for the interpretation of tariff nomenclature, trade restrictions, taxes. Published by Direction des Douanes et Regies, Phnom Penh, Cambodia. Cost of single copy 3,500 riels ($100).

Hong Kong—Free port. Duties levied only on alcoholic beverages, methyl alcohol, tobacco and tobacco products, hydrocarbon oils (petroleum products) and table waters. Based on SITC nomenclature.

Directory of Commerce, Industry and Finance, 1962. Single bound annual edition includes duty rates, tax rates, licensing and other documentation requirements for imports, exports and exchange. Published by Hong Kong Department of Commerce and Industry. Apply to Printing Department, 81-115 Java Rd., North Point, Hong Kong. Single copy HK$4 (US$0.70).

Indonesia—Duties levied according to degree of essentiality to the economy on all imports except specified essentials, mainly certain foods and raw materials, certain machinery and transportation equipment and scientific apparatus. Additional surcharges based on degree of essentiality levied on all except the following: 3 commodities considered most essential (rice, raw cotton and fertilizer) and a group of as yet unspecified goods referred to as "goods to be directly used in the production of export goods upon designation by the Minister of Trade."

Import duties may be determined from either of the following: *Buku—Tarip-Tarip Bea Masuk Penggolongan Barang Impor Komponen Harga* by D. Lombogia, Peg. Tinggi Kantor Besar Djaw, Bea Tjukai, published in Djakarta, April 27, 1961. Indonesian language. *Peraturan Impor serta Penggolongan Baran 1961. (Import Regulation with Grouping of Goods 1961)*. Commercial Advisory Foundation in Indonesia (C.A.F.I.), Kebon Sirih 28, Djakarta. Regulations and explanatory material are in the Indonesian language and actual listing of commodities in Dutch taken from the original "Indisch Tariefwet" (Indies Tariff Law) S. 1938, No. 1.

Japan—Brussels. Duties generally range from free to 40%, with raw materials duty-free or at moderate rates. Most common rate for machinery is 15%; for chemicals, 20%; and for textiles and made-up clothing, 15-30%. Highest rates apply to luxury items such as confectionery, alcoholic beverages, cosmetics, furs and jewelry. In addition, commodity (excise) taxes ranging from 5-40% apply to many consumer and luxury goods.

The Customs Tariff of Japan. Japan Tariff Association, 2, Honshio-Cho, Shinjuku-Ku, Tokyo. 700 yen ($1.94) for 1962 edition. Issued periodically.

Korea, Republic of—SITC. High duties assessed on consumer and luxury items but moderate rates for essential goods and commodities not produced locally. Certain commodities for specified industries duty exempt. No general preferential tariff treatment based on country of origin, but imports financed with aid funds subject to rates at 50% of regular schedule. Commodity or sales tax, ranging from 2-60%, levied on selected commodities.

Korean Trade Directory, annual. In addition to complete customs tariff, contains general economic and trade information as well as addresses of about 1,000 registered traders and 200 offer agents with listings classified alphabetically and by commodity. Korean Traders Association, 123, 2-ka, Namdaemun-ro, Choong-ku, Seoul. 600 won ($4.62) for 1962 edition.

Laos—Brussels. Majority of tariff duties are ad valorem, calculated on c.i.f Laos kip value; some commodity imports carry specific rates. Duties on luxury and semiluxury articles, motor vehicles and buses and goods in competition with domestic goods are high (30-60%). Raw materials and machinery carry relatively low duties (0-25%). A general internal tax and several import taxes are levied on a number of items. Imports that originate in France and certain other French territories enjoy preferential duty treatment.

Tarif des Droits de Douane d'Importation et d'Exportation contains import and export duties, special import, export and other taxes, commercial agreements, general rules on the interpretation of terms used. Issued March 20, 1959, amended 5 times in 1959, once in 1960 (modifications published in the Journal Officiel du Royaume du Laos). Issued by the Direction des Douanes et Regies, Ministère des Finances, Vientiane, Laos.

Malaya, Federation of—Based on SITC revised. Applies Commonwealth preferences on a selected list of products. Many items, especially machinery and other industrial equipment, free of duty. Other duties moderate except for luxury items.

Import tariff rates, restrictions and changes are published in the Official Government Gazette, in English, obtainable from Government Printing Department, Kuala Lumpur, for a nominal fee.

New Zealand—based on SITC revised. Preferential duties granted British Commonwealth countries. No customs surtaxes. Duties on consumer goods are substantial, 20-80%. Duties on industrial raw materials are low and medium, 20-50%, on capital goods.

Customs Tariff of New Zealand includes import duties, prohibited and restricted imports including sanitary regulations. Available from Comptroller General, Customs Department, Customs House Quay, Wellington, New Zealand. 30 shillings ($4.20) for annual edition including amendments. Latest issue, July 1962.

Philippines—Tariff structure based on Brussels nomenclature. Prohibitive duty rates on certain luxury items and on foreign goods competing with products of local manufacture. Low duty rates on imported items considered essential to economy. Import duties can be completely waived for "basic industry" imports. Sales taxes assessed on luxury item imports also are often prohibitive.

Preferential tariff treatment granted to goods of U.S. manufacture for life of Revised U.S.-Philippine Trade Agreement which expires in 1974. Until January 1, 1965, imports from U.S. enjoy a 25% tariff preference at which time preference becomes 10% until its complete elimination in 1974.

Tariff and Customs Code of the Philippines, Manila, Bureau of Printing, 1957, gives product classification and listing of import duties and regulations.

Singapore—Free port. Duties levied only on tobacco, liquor, petroleum, certain soaps, certain paints and varnishes. Based on SITC revised. Import tariff rates, restrictions and changes are published in Official Government Gazette, in English, obtainable from Government Printing Department, Singapore.

Taiwan—Duty rates range from free to over 100% ad valorem, depending on essentiality of import, generally as follows: raw materials and capital goods, free to 40% (rebates possible); luxury and undesirable items, over 100%; all others, 40-100%. No preferential rates apply. Surtaxes on all imports include: defense surtax, 20-40% of assessed duty; harbor due, 3% ad valorem.

Classification of Import Commodities, June 1961. Published loose leaf by the Foreign Exchange and Trade Control Commission, Nan Chang St., Section 1, Taipei, Taiwan. Includes regulations for control and classification of import and export commodities and the applicable control on each commodity.

Thailand—Brussels. Duties primarily for revenue, relatively low for most imports, i.e., 10-27.5% ad valorem. Commodities for economic development are often on free list. Heavier duties apply to promote use of domestic raw materials (e.g., glutamic acid), as protection for domestic agricultural products (e.g., sugar, edible copra), protection of growing light industrial sector (e.g., vegetable and fruit preservatives), and to protect officially "promoted" industries deemed necessary for economic development.

Customs Tariff Decree B.E. 2503 (1960), published by Statistics Division, Department of Customs, Ministry of Finance, Bangkok; bound edition. Includes interpretation of terms used and regulations for control and classification of import and export commodities.

Viet-Nam—Most essential raw materials, machinery and equipment are exempt from duties; nonessentials, luxuries and goods competing with domestically produced items are subject to high rates and to an "austerity" tax ranging from 15-190% ad valorem. Preferences in the form of "minimum" rates granted to imports from principal suppliers, including U.S. Under a March 1957 decree, exemption from or reduction of customs duties is offered in connection with essential foreign investments.

Tarif des Douanes du Viet-Nam contains import duty rates. Revised December 1961. Available only in Vietnamese, can be used in conjunction with French-language tariff schedule issued in 1959. Published by Direction Fenerales des Douanes, Secretariat d'Etat aux Finances, 2, Ham Nghi, Saigon, Viet-Nam.

TO BE REPEATED

Sales seminar: An effective tool for expanding export business

U.S. venetian blind manufacturer finds overseas joint distributors' meeting an instrument for gaining market information, increasing orders

By GEORGE H. PAUL

Director of International Sales, Levolor Lorentzen, Inc.

An effective way of spreading goodwill and introducing American know-how abroad is the joint-distributors' meeting, bringing together U.S. firms' overseas representatives and their important buyers and prospects. More and more American firms are following the example of those who first ventured out to try their hand at conducting such sales meetings abroad.

GEORGE H. PAUL

Sometimes these gatherings are timed to coincide with other events important to U.S. companies and their international representatives, such as U.S. Trade Fairs, other exhibitions like the Milano or Hanover Fairs, or international conventions.

Overseas sales meetings have been conducted prior to the opening of trade exhibits to give the American firm a chance to review new products and developments even before these innovations are shown to the general public, and on occasion sales seminars are held at the conclusion of trade fairs and conventions to determine reaction to exhibits and plan for future marketing. Some companies prefer to leave samples and display material with their overseas distributors or customers instead of returning such materials to the States.

Levolor-Lorentzen, Inc., suppliers of venetian blind components, are among those American companies who are taking a keen interest in the Common Market of Europe. Last summer, after an exploratory trip by its Director of International Sales, the company held a sales seminar for its European representatives, customers, and prospects in Bad Harzburg, Germany. Over 70 people were guests of H. K. Lorentzen, president of the company, during the 3-day session that helped bring together participants from 12 different countries in the Common Market area or on the "fringes," such as Iceland, Ireland, Spain, and Switzerland. They had come from Austria, Belgium, Denmark, France, and from all parts of Germany, except the Eastern sector just a stone-throw away from Bad Harzburg.

Seminar this year

The sales seminar has been so successful that the company is planning another one this year, although at a different location in the Common Market area.

The conference was held to acquaint foreign customers and prospective buyers with the latest Levolor developments in venetian blind components, equipment, machinery, manufacturing methods, and sales techniques. The seminar helped to create an atmosphere in which suppliers and distributors could get to know each other, discuss and solve mutual prob-

SALES SEMINAR: Officials of the Levolor Lorentzen, Inc., firm, exporters of venetian blind components, found their European Sales Seminar so profitable last year they plan another one this year.

lems, and work out strategy for a vigorous approach to distributing U.S. products in the Common Market.

Product samples—such as complete venetian blinds, components of hardware, all types of painted head and bottom bars, tape, cord, and other items that go into assembly—were displayed. Films taken at the company's factories were shown to demonstrate modern manufacturing facilities, and television commercials were run off to illustrate what can be done to promote sales.

Although much of what was accomplished would be difficult to describe in terms of tangible results, there were definite achievements. Orders were placed at the meeting and shortly thereafter; applications were received from businessmen wanting distributorships; publicity was gained not only for the company's products but also for U.S. know-how.

Even months after the meeting, letters were received from participants expressing satisfaction over the fact that it had been possible to meet with each other and with representatives of the company. Many of these people followed up the initial contacts by individual visits to learn more from their counterparts in other European countries.

Time, money saver

The company, in gaining a better understanding of local requirements, feels that these seminars provide an excellent means of learning all about the markets. Import regulations for certain products could be discussed in detail and ways could be found to overcome certain difficulties in supplying materials. All this was accomplished in a shorter time and for less money than it would have taken to visit everyone attending the meeting, just as the European participants have saved time and expense by meeting at a centrally located point in Europe. Most of them could not conveniently come to the U.S., although some have felt encouraged to visit the States after their first direct contact with the American supplier.

Although the sales seminar was conducted mainly in English, interpretations were given at intervals in Danish, French, German, Italian, and Spanish.

$3.6 million AID loan helps improve Pakistan anchorage

A $3.6 million AID loan to Pakistan will finance the foreign exchange costs of expanding the Chalna Anchorage, 65 miles up the Pussur River from the Bay of Bengal, and related facilities at Khulna, a river port 32 miles above the anchorage.

The U.S. loan will finance 5 new moorings, a lightship and buoys to permit night navigation, and several boats and tugs. The port at Khulna will be increased with improved cargo handling and customs facilities, including a new wharf.

Field Offices

U.S. Department of Commerce

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 2386
Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., NW., Phone: JAckson 2-4121, Ext. 6000
Birmingham, Ala., Title Building, 2028 Third Avenue
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: 828-4450
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone 381-2200, Ext. 2944
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: 226-6063
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Hartford, Conn, 18 Asylum Street
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave., Phone: CApitol 2-7201
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 391
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: 471-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse, 520 SW. Morrison St., Phone: CApitol 6-3361, Ext. 1421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1320 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 SW. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

U.S. to participate in Trade Fair at Sydney, Australia; 11 product categories needed

Office machines, sporting goods, textiles, hand tools, machine tools, engines, food processing, packaging, testing equipment, textile and printing machinery in display

U.S. manufacturers of 11 categories of products are invited to participate in a merchandising exhibit at the Sydney Industrial Fair, in Sydney, Australia, July 26 to August 10, the Bureau of International Commerce has announced.

Information on the plans for the exhibit sponsored by the Department of Commerce can be obtained by writing the Exhibits Participation Division, Washington 25, D.C., or contacting any Commerce Field Office.

The 11 categories are office machines, sporting goods, textiles, hand tools, machine tools, internal combustion engines, food processing, packaging equipment, scientific and testing equipment, printing machinery, and textiles manufacture.

Australia, which imports $2 billion dollars worth of goods annually, is considered a good area for promotion of U.S. sales. Many types of American products already enjoy preference in the market "down under," where we now supply about one-fifth of all imports, but there is growing competition from Germany, Japan and Great Britain.

> Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Sydney, the business center of Australia, contains about 65% of the buying interests of the nation. Australia's high standard of living has attracted more than 20 nations to this second Sydney Industrial Fair. In 1961, more than 680,000 persons attended the first Sydney Fair.

The U.S. has obtained space for a 5,500 square foot pavilion in the heart of the fair grounds with 1000 square feet adjacent to the pavilion for outdoor exhibits.

The fair, which is a merchandising event, where exhibitors take orders, arrange for agents or distributors, and conduct business, will operate under the rules of the International Association of Trade Fairs.

During the first three days, excluding Sunday, July 28, only accredited buyers and trade visitors will be admitted until 6 p.m. From then until August 3, the fair will be restricted to buyers until 1 p.m. From then on the fair will be open to the public all day.

The fair management, which includes the Sydney Chamber of Commerce, the Chamber of Manufacturers, and the Retail Trade Association of New South Wales, has distributed more than 18,000 posters around the world as a part of the fair advertising. More than 100,000 pieces of direct mail literature have gone out to potential buyers, including 40,000 to firms located in selected areas outside of Australia. An international advertising program is being conducted in trade publications.

Consumer goods, industrial equipment to be featured by U.S. at Lyon fair

49 U.S. firms to offer products for sale to buyers from Europe, U.K., Scandinavia; over 3,000 companies scheduled to participate

A wide range of consumer goods and industrial equipment will be shown at the U.S. merchandising exhibition to be held at the Lyon, France, International Trade Fair, March 31-April 8.

Forty-nine firms from 16 states will offer their products for sale to buyers and agents from the Common Market countries, the United Kingdom, and Scandinavia. Twelve of the firms are exporting their products for the first time.

The Commerce Department's Office of International Trade Promotion is providing the cooperating firms more than 20,000 square feet of exhibit space for displays and demonstrations.

The Lyon International Trade Fair is an annual affair and the second largest such event in France. More than 3,000 firms usually exhibit.

In the consumer goods category, U.S. firms will exhibit sporting goods, electrical and household appliances, hand and power tools, and other items. U.S. industrial equipment to be shown will include freezing and food processing equipment, controls for automation, welding and automotive testing equipment, automatic vending machines, machine tools, and related items.

Also on display will be such U.S. products as trench diggers, duplicating and copying machines, coin-operated dry cleaning equipment, testing meters, chemicals and plastics, home and industrial lawn mowers, and automatic sprinkling systems.

The Lyon event, one of 3 U.S. merchandising exhibitions being staged this spring by the Bureau of International Commerce's Office of International Trade Promotion, follows closely on the U.S. Exhibition at the Royal Netherlands Industries Fair in Utrecht, Mar. 11-19.

On June 1, a third merchandising exhibition will open at Barcelona's International Samples Fair. U.S. participation will run through June 20.

The new fair program, authorized by Congress last year with an appropriation of $1.6 million, offers the Commerce Department its first opportunity to enter trade fairs solely on the basis of their sales potential for U.S. goods.

Expanding industries pace Belgian economic growth; U.S. sales at record high

Machinery and electrical apparatus are leading U.S. sellers; taxes on risk capital lowered, but go up on fixed income investments; new 4-Year Plan aims at 3.9% annual growth rate

By RICHARD M. KENNEDY
European Division, OIRE

The Belgian economy continued to boom during the third quarter of 1962. Industrial activity climbed 14% over the same period of 1961, with the highest levels of activity reported in the metal products, construction, electricity and chemical industries.

Declines were reported for steel, nonferrous metals and coal. Falling retail prices brought the cost of living down, while savings and investment rose.

Coal production and stocks continued to decline during the first 9 months of 1962. Production dipped to 15.5 million metric tons, half a million metric tons below 1961, while stocks fell from over 4 million metric tons at the beginning of January to below 2 million metric tons in September, the lowest level since 1957.

Quantitative import restrictions on anthracite coals greater than 5 millimeters and containing 14% or less of volatile matter were removed, but coal imports from the U.S. did not increase appreciably. At the same time, the import quota for American bituminous coal was increased 10% and an additional quota for coking coal was granted, increasing the total quota for U.S. soft coal by 62,250 metric tons over 1961's quota of 400,000 tons.

Restrictions end

Import restrictions on all types of coal from members of the European Coal and Steel Community ended on January 1, 1963. However, Belgium can still restrict importation from non-Community members such as the U.S.

Coal prices were increased by 25 to 75 francs per ton ($0.50 to $1.50) in August to compensate for the 2½% automatic wage increase for miners. Temporary 12-month taxes on electricity, fuel and gas oil were authorized to subsidize additional wage increases and a year-end bonus for coal miners. Some industrial federations protested the taxes, saying that it was unjust and uneconomical to subsidize unhealthy energy sectors at the expense of healthy ones.

Steel production reflected reduced domestic demand and increased international competition, lagging about 4.8% behind production for third quarter 1961. Belgian steel producers were alarmed by U.S. anti-"dumping" actions. However, fears that the U.S. was embarking on a protectionist steel policy have abated.

Non-ferrous metals production declined during the quarter principally because of a drop in copper production. The director of Belgium's largest zinc and lead company complained that breaches in the Common Market's tariff wall, such as the Netherlands' tariff quota which is equal to its annual consumption, had destroyed any benefits Belgium might receive. He predicted a further decline in Belgium's lead and zinc production.

The metal products industry continued its high rate of activity. Considerable order backlogs were reported, except in the industrial equipment sector. Future expansion of the industry may be limited by increased shortages of skilled labor.

Construction activity continued at a high level, but the labor shortage may hinder further expansion. The production of electricity remained high, while rising prices and strong demand brought an improvement in chemical output.

The carpet and flat glass industries, which had been hit by higher U.S. import duties in June, were able to sustain production due to order backlogs.

However, some carpet companies were forced to reduce employment, and glass exporters have experienced a profit squeeze. The development of alternative markets has so far prevented as great injury as was earlier feared.

Imports rise

Imports by the Belgium-Luxembourg Economic Union (BLEU) rose to 51.6 billion francs ($1.03 billion), up 5.2% from the third quarter of 1961, while exports climbed 6.8% to 51.1 billion francs ($1.02 billion). For the first 9 months of 1962 BLEU imports totaled $3.3 billion, up 4.9%. Imports from the U.S. jumped 22% to a record $331 million, increasing the U.S. share of the BLEU import market to 10.14%, from 8.72% in the January-September period of 1961.

Machinery and electrical apparatus paced the rise in BLEU imports from the U.S. rising 65% to $70.1 million in the first 8 months of 1962, and vegetable products climbed 49% to $59.6 million. Other major categories scoring substantial gains include food products, $15 million (up 27%); base metals and manufactures thereof, $10.2 million (up 23%); and mineral products, $17.5 million (up 8%).

Declines include textiles and manufactures thereof, $21.5 million (down 28%) and chemicals and products thereof (including pharmaceuticals and fertilizers), $20.1 million (down 6%).

The BLEU balance of payments on goods and services showed a surplus of 4.5 billion francs ($90 million) for the first half of 1962, compared with a 2.3 billion franc deficit ($46 million) at mid-1961. Gold and foreign exchange reserves declined by $40 million during

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

the first 9 months as the Belgian National Bank reduced its foreign debt by $360 million, $196 million by consolidation and $184 million by reimbursements.

The cost of living index retreated from its June high of 114.26 to 111.4 at the end of September. The decrease was occasioned by a sharp drop in potato prices, which more than overcame the upward pressures of minor increases in railroad fares, bread, tobacco, coal and oil prices. The retail price index also reflected these factors, dropping from 114.3 in mid-June to 112.4 in mid-September.

Real income up

Real personal income increased during the third quarter. A second quarter rise in the retail price index triggered automatic wage increases for industrial workers and civil servants (generally 2½%), as well as in pensions and social security benefits. The subsequent third quarter drop in the cost of living index indicated a net gain in personal income, which was only partially offset by an accompaning increase in withholding taxes. Industry leaders predicted that workers' gross income, including fringe benefits, would rise by between 6 and 6½% in 1962 as opposed to a 3% rise in 1961.

Deposits in the state savings bank totaled almost 89 billion francs ($1.78 billion) at the end of September, 8 billion francs ($160 million) higher than a year ago. The increase in deposits was 57% above that registered during third quarter 1961, while 9-month figures for 1962 showed an increase of 4.3 billion francs ($86 million), compared with an increase of 2.3 billion francs (46 million) in the same period of 1961.

Private consumption, which had previously been increasing more slowly than savings, rose more rapidly during the third quarter. This was reflected in department store sales, which gained 4.4% from June through August over the like period of 1961, and auto sales, which were up 14.5%.

Public investment totaled 11.8 billion francs ($236 million) for the first 8 months of 1962, about 2 billion francs ($40 million) more than for the same period 1961. Most 1962 investment was being channeled into the communications sector.

The parastatal *Credit Communal,* which makes loans to provinces, communes, and private enterprise, increased its lendings to 5.6 billion francs ($150 million). These funds were employed principally for roads, water distribution, schools, electrification, hospitals, and similar projects.

The continued ease of the money market was illustrated by the level of bank deposits (sight and demand), which totaled 130 billion francs ($2.6 billion) at the end of August, compared with 113 billion francs ($2.3 billion) a year earlier. Credits to the private sector were increased from $1.1 to $1.4 billion, while credits to the public sector remained virtually unchanged at $1.8 billion.

The National Bank's discount rate was gradually reduced by successive ¼% stages to 3.75% at the end of August from its 5% level in July 1961. The semi-governmental National Industrial Credit Society lowered its industrial loan rates by .3 to .4% and was permitted to raise its ceiling on long-term borrowing from 50 to 55 billion francs ($1 to $1.1 billion).

In an effort to stimulate new commercial investment, government subsidies for interest charges have been extended to cover approved commercial investment loans. Previously, only industrial investments could qualify for such subsidies.

Another stimulus to new investment was the inauguration of the National Investment Corporation, which will furnish risk capital for new enterprises.

The Belgian Government's Four Year Development Plan, approved by the Cabinet Committee on Economic Coordination, sets an annual growth target of 3.9% in constant 1959 prices through 1965. The 1963 budget submitted during the quarter, assumes a growth rate of 3% in constant prices and 5% in current prices for 1963. On October 23, the Minister of Economic Affairs reported the Belgian economy was moving toward stabilization at a high level of activity.

The Fiscal Reform Law, which has now passed all legislative hurdles, lowers the tax burden on low incomes and risk capital, while increasing it for higher incomes and fixed income investments. The aggregate effect is expected to be neutral, compared to the present direct tax system, but some increase in revenues is expected from tighter administrative procedures aimed at tax evaders. The increased revenues will presumably lead to removal of the 20% increase in the indirect turnover tax introduced as a temporary measure last year.

Investment outlook is brightening in West Berlin

GM, Hamburg publisher announce investment plans; city starts fund to finance export orders

General Motors' announcement late in January that it would invest $2.5 million in West Berlin during 1963 is generally regarded as one more sign that confidence in West Berlin has been bolstered.

This announcement followed a Hamburg publisher's statement that his firm will invest over $11 million in its Berlin operations. Furthermore, banking circles continue to experience a lively demand for investment credits which gathered momentum in the last half of 1962.

As 1963 progresses, the full impact of a new package of investment incentives passed last July is likely to become more evident. (See *International Commerce,* November 26, 1962, page 19—reprints available).

In a related development, the establishment of a new $25 million fund for the financing of export orders was announced recently. Under the new plan a firm situated in Berlin will be able to obtain an immediate credit commitment for up to 80% of the value of an export order. This is in addition to the previously available long-term credits for financing orders from firms in the Federal Republic.

An up-to-date analysis of the various advantages of doing business in the city, entitled "Wirtschaftsfoerderung in West-Berlin," (Economic Promotion in West Berlin) has been published recently by the municipally owned Berliner Bank A.G. Copies may be obtained from the bank's main office at Hardenberstrasse 32, West Berlin. A loan copy is available from the European Division, OIRE, Bureau of International Commerce, Dept. of Commerce, Washington 25, D.C.

ITALIAN DOW PLANT—The Dow polystyrene plant at Leghorn, Italy, having an annual capacity of 6,000 tons, is scheduled to begin operations late in February.

Mexican economy ends year on fairly optimistic note

Trade with LAFTA partners on upswing; exports up, imports dip; financial circles estimate GNP rose almost 5% during 1962

December business in Mexico was generally satisfactory, although spottier than in November. Year-end reports indicated that Christmas buying was reasonably good, although it developed late.

In retail trade, general merchandise sales apparently fared better than foods. Estimates of department and specialty store sales showed increases of from 3% to 12% over December 1961, with home furnishings and hard lines leading sporting goods, appliances, and wearing apparel.

Automobile sales were good and iron, steel and cement sales volume increased over December 1961. Cotton textile mill sales dropped due to a slowdown in exports to Indonesia, and chemical sales were below the preceding December.

Automakers' plans okayed

On December 17 the Ministry of Industry and Commerce approved the plans of the following companies to produce motors and other components within Mexico, comprising 60% of vehicle production cost by September 1964: General Motors; Ford; Fabricas Auto-Mex (Chrysler-Fiat); Promexa (Volkswagen); Dina-Renault (Government-owned); and Willys. Subsequently, plans of Toyota and Borgward were also authorized.

Banking institutions reportedly closed 1962 in a more liquid state than at the end of 1961, the demand for loans remaining dampened by high interest rates and the lack of long-range confidence for investment in plant and equipment. Several private financial institutions stated their belief that the GNP rose almost 5% in 1962, but official statistics are not yet available. Several commercial and industrial establishments indicated that 1962 profits and sales were somewhat above 1961 levels, and that collections improved.

The 1963 budget of 13.8 billion pesos (about $1.15 billion) was approved by Congress, which also authorized the Executive to issue up to $100-million in treasury-backed bonds in foreign currencies. Congress endorsed the proposal for issuing short-term treasury bills up to 5% of the expenditure budget, and also authorized issuance of 400-million pesos of national savings bonds.

The Inter-American Development Bank granted a $3-million loan for improving land of low-income farmers in the Lerma-Chapala-Santiago Basin.

The Bank of Mexico's preliminary balance of payments figures for the first 9 months of 1962 show exports of goods and services at $685 million ($619 million in the same months of 1961). Receipts from tourism and border transactions were $573 million ($527 million in 1961). Imports were down to $841 million in the 1962 period from $844 million in 1961; the outflow on tourism and border transactions rose to $253 million from $239 million in 1961.

The balance of goods and services was $134 million in favor of Mexico ($39 million in 1961). New long-term credits were $309 million ($258 million in 1961), but payments on the foreign debt and amortization were $189 million ($137 million in January-September, 1961).

November imports declined to $96.3 million from $101.2 million in October ($97.3 million in November 1961). Imports from the U.S. also declined to $64.4 million from $69.1 million in October ($67.4 million in November 1961).

Exports rose sharply to $99.7 million in November from $72 million in October ($71.2 million in November 1961). Exports to the U.S. rose to $56.9 million from $40.9 million in October ($39.2 million in November 1961).

Tourism excellent

Tourism was excellent in December, but slumped slightly in January 1963. Mexican tourist cards issued amounted to 624,578 through November, compared with 531,956 for the same months of 1961.

The Mexican Intersecretarial Committee for the Latin American Free Trade Association (LAFTA) has published lists of products on which the 9 member countries granted concessions during the LAFTA Conference held in Mexico City from August to November. The Committee also announced that Mexican sales to member countries rose to 209 million pesos in 1962 from 98.5 million in 1961; and Mexican purchases from LAFTA members rose to 76.4 million pesos from 51.7 million in 1961.

The mining industry again ended the year in a depressed state. The few foreign-owned companies which "Mexicanized" in 1961 failed to obtain the 50% reduction in production and export taxes expected for companies selling control to Mexicans. No additional foreign-owned companies sold their control to Mexican investors in 1962.

Sells Brazil gasoline

Petroleos Mexicanos (PEMEX) reported that its expenditures are estimated at approximately 9 billion pesos for 1963; its income at 7.6 billion pesos, of which 7 billion pesos will come from sales in Mexico and 600 million pesos from exports of petroleum and natural gas. The balance of 1963 expenditures apparently will be covered by loan agreements. PEMEX made its first shipment of 150,000 barrels of gasoline under its agreement with PETROBRAS of Brazil, and is supposed to ship 600,000 barrels in 1963.

Above normal rains fell on parts of central and northern Mexico in December, while elsewhere they were below normal. In Tamaulipas State the tomato crop was seriously damaged and cotton losses resulted from excess rainfall. Low temperatures in Tabasco State affected the cacao crop. Growers of winter vegetables on the West Coast expect the best export season in 5 years.

The 1962 cotton crop is now estimated at 2.2 million bales, or 13% above the preceding year. Exports in the first 4 months of the 1962-63 season were 36% above those of 1961-62.

The Department of Agrarian Affairs has announced that all remaining large estates (latifundia) in Mexico would be expropriated before the end of 1964, and that a land survey would be made to determine the boundaries of communal farms and private holdings.

AID loan, U.S. firms help build Turkish nylon plant

A $1.8 million U.S. loan will help finance a privately owned nylon plant at Istanbul, one of Turkey's first 2 plants for the manufacture of synthetic fiber yarn.

The plant will be designed, constructed and managed initially by Von Kohorn-Universal Corporation and Von Kohorn Constructura, Inc., 2 affiliated New York corporations.

Continuing housing shortage plagues Argentine economy

Present 1.5 million unit shortage rising by 150,000 a year; one-third of nation's total population lives in Buenos Aires

By HOWARD W. POTTER, JR.
Second Secretary
American Embassy, Buenos Aires

The Argentine Government now places the national housing deficit at 1.5 million units, with an annual incremental need of 150,000 units.

Between 1950 and 1962 Argentine housing production failed to keep abreast of the need. December 1962 population was estimated at 21.2 million, with approximately 4.7 million households.

Although the official figures indicate a crude balance of demand and supply in housing, the situation in 1950 was actually one of shortage owing to the size and condition of dwellings and migration to the cities. It is estimated that as many as 1.2 million of the 3.5 million dwellings standing in that year had only one room and that 260,000 units were deteriorated. Migration to urban areas continued unabated and without due planning during World War II and the post-war years, under the stimulus of various policies adopted by the late dictatorship.

Heavy urban population

Argentina is one of Latin America's most industrialized countries and the percentage of urban population runs high. The 1960 urban population was estimated at just under 65% of the total, and 40% of the population lived in cities of 100,000 or more. Almost one-third of the population now lives in Greater Buenos Aires, and this city accounts for approximately one-third of the country's housing deficit.

As of 1955, about 72% of the urban population were served with water from central systems and about 30% of urban homes were connected to sanitary sewer systems.

The National Mortage Bank has been the most important institutional factor in the housing picture, having loaned an average of over 3 billion pesos per year for the purchase or construction of housing up until 1959.

The 1959 stabilization program abruptly reduced the flow of credit from the Central Bank for mortgage financing to one-third its previous level.

The National Mortgage Bank started a savings and loan operation in 1961, through which prospective mortgage borrowers make a series of regular deposits and are eligible to borrow a pre-established amount after a certain number of deposits.

Another important official housing agency is the Direccion General de Prestamos Personales y con Garantia Real. Supported by pension funds, this organization, has been an important source for housing funds. Its loans are made only to contributors to the various pension funds. Its impact is largely confined to the Buenos Aires area. Its activities have come to a virtual halt because the pension funds are now in deficit.

Private co-ops

There are also a number of private housing cooperatives, generally worker founded or oriented. Argentine commercial banks have also assisted housing through the provision of mortgage funds, but the bulk of these funds, like those of the National Mortgage Bank, have been furnished by the Central Bank. The Commercial Banks were denied further access to the Central Bank under the 1957 banking reform and have attempted to continue mortgage loan operations through special savings accounts.

Despite inflationary discouragement, actual savings in savings accounts and fixed term accounts are sizeable. These accounts totalled almost 11 billion pesos at the end of 1960. Savings potential also include sizeable savings through insurance, accounts in mortgage credit institutions, deposits in the Mutual Funds Section of the Industrial Bank, and purchases of Government bonds. A Central Bank report estimates 1961 net internal savings at 100-125 billion pesos, and estimates further that the checking of inflation and growing public confidence "will cause a heavy additional increase in popular savings."

The Government established a Federal Housing Administration and a Federal Housing Council in 1961. In November 1962 the Council was charged with drawing up a Federal Housing Plan for execution by the National Mortgage Bank under the supervision of the Federal Housing Administration. The Government does not yet have a firm housing plan and lacks the funds for housing construction or mortgage financing on any appreciable scale. Loan negotiations are currently being conducted with Agency for International Development (AID), and the Inter-American Development Bank announced a $30 million loan to Argentina at the end of November.

Data available on first 3 months of cotton textile pact

Imports running a little behind pace of previous 12 months

Data are now available for the first 3 months of the Long-Term Cotton Textile Arrangement, which became effective October 1, 1962 for a period of 5 years. Twenty-three governments are participants in the Arrangement.

General imports of all cotton textiles from all sources increased to 80 million square yards in December, compared with 68 million square yards in November. December imports were still significantly lower than the 106 million square yards imported in October (these are general imports, not imports for consumption; thus, a sizeable quantity of cotton goods, particularly from Taiwan and Portugal, which have not been allowed entry for consumption under existing restraint actions and are in bonded warehouses, are included. If these were subtracted, imports for consumption would be noticeably lower.)

Imports for the first quarter of the Long-Term Arrangement totaled 254 million square yards, or an annual rate of about 1 billion square yards. This compares with total imports of 1,113 million square yards during the preceding 12 months.

Hong Kong was the only one of the 4 major cotton textile suppliers to experience an increase during December. These countries (Japan, Portugal, Taiwan and Hong Kong) accounted for 60% of total imports during the first 3 months of the Long-Term Arrangement.

Payments deficit was $690 million in 4th quarter '62

Yearly total of $2.2 billion is $200 million below '61; '60 deficit almost cut in half

Foreign transactions of the U.S. during fourth quarter 1962 showed an overall deficit of about $690 million, according to the Commerce Department's Office of Business Economics.

This was accounted for by sales of $24 million worth of gold, an exceptionally low amount; reductions of $351 million in foreign exchange assets by U.S. monetary authorities; and a rise of about $315 million in foreign holdings of liquid dollar assets.

Adjustments for normal seasonal variations in our foreign transactions raise the overall balance to about $780 million, compared to $490, $225, and $685 million in the first 3 quarters.

The 1962 total of about $2.2 billion is below 1961's figure of $2.4 billion, and a reduction of almost one-half from 1960's $4 billion excess of payments.

The major changes were a decline from $5.4 billion to $4.4 billion in the export surplus, which was more than compensated for by changes in capital movements, including a decline of nearly $1 billion in private capital outflows, and increased Government receipts through the sale of $250 million of medium-term non-marketable obligations. Receipts of about $670 million from advance debt repayments by foreign countries were about equal to those in 1961. Another major factor improving the balance were higher Government receipts for current and future deliveries of military equipment.

Major developments affecting the balance adversely included the continued effects of the establishment of a lower and fixed exchange rate for the Canadian dollar and the various measures taken by the Canadian Government to strengthen its international reserves. These measures affected a wide variety of transactions, including a $250 million loan to Canada, half of which was transferred during the December quarter.

The balance on merchandise trade excluding military transactions during the fourth quarter, after adjustment for seasonal changes, was about $920 million.

World Bank loan will boost Turkish area's power supply

The International Development Association, an affiliate of the World Bank, has loaned Turkey $1.7 million to increase the supply of electric power to the growing industries and trade of the Adana plain.

The credit will enable the Cukurova Electric Company to install a new 18,000-kilowatt unit in its hydroelectric generating plant on the Seyhan River, together with some additional equipment; it will also finance the cost of engineering studies for 2 new plants planned for the area.

The Bank also gave technical assistance to the Government in the creation of the Cukurova Power Company, in which private investors hold a majority of the shares.

The Adana plain is a rich agricultural region and is one of the most prosperous in Turkey. A rising demand for electric power has resulted from the completion of a new port at Mersin, the erection of a grain elevator and a flour mill there, and by the operation of other new industrial plants. The Company is unable to meet the demand during hours of peak load, and municipalities and private industries are forced to operate their own high-cost diesel units at these times.

Eximbank loan to Ivory Coast will pay for U.S. generator

The Export-Import Bank has loaned the Ivory Coast $5 million to purchase U.S. electrical generating and related equipment.

The Ivory Coast will acquire a 12,500 kw. gas turbine generating unit to help expand present power producing capabilities for its Abidjan thermal power station. Accessories, engineering and erection services are included. The project also calls for 200 miles of 90 kv. transmission lines from Abidjan to Bouake, and the erection of four transformer and switching stations to distribute the additional energy. Westinghouse Electric International of New York will supply the equipment.

Located between Liberia and Ghana, the Ivory Coast is about the size of New Mexico. It is one of the most economically productive of the territories comprising former French West Africa. It is the world's third largest producer of coffee and ranks fourth in the production of cacao beans, with these 2 commodities accounting for two-thirds of the country's export receipts.

Photographic trade set records in '62

Exports up 5%, while imports spurt 29%; Japan chief supplier

U.S. foreign trade in photographic products continued to expand in 1962, with total exports and imports establishing new records.

Exports of motion picture and still picture equipment, photographic film and paper, and supplies were valued at $143 million in 1962, an increase of about 5% over 1961.

$94.5 million worth of photographic products of all types were imported in 1962, a gain of 29.5%.

Highlighted by a 12.5% increase in exports of photographic film and paper, exports of still picture goods rose about 7% to $90 million. Photographic film and paper accounted for about 58% of total still picture goods exported, and exports of photocopy equipment and photographic processing and finishing equipment were higher in 1962.

Exports of motion picture film and equipment valued at $53 million were slightly higher, with the increase due principally to larger exports of unexposed motion picture film (rawstock).

There was a 60% pick-up in the number of U.S. purchases of still picture cameras abroad. Japan continues to be the principal supplier of still picture cameras from the standpoint of number, 813,000 cameras valued at $10.6 million, while West Germany furnished 198,000 cameras valued at $11 million. There was also a substantial increase in imports of motion picture cameras, with Japan once again the big supplier.

The value of photographic film imports increased by 42.2%, with X-ray films making up 53.1% of total imports. Imports of sensitized, unexposed motion picture film (rawstock) went up 17.8% in quantity and 44% in value in 1962. Belgium supplied 58.3% of all photographic film imported by the U.S., followed by the United Kingdom, West Germany, and Canada.

COPPER TO ITALY—Italian copper imports for the first 11 months of 1962 totaled over 248,000 metric tons, up 12% from the same period of 1961. Copper imports have doubled in the last decade.

Commerce keeps shipments to Reds at lowest level since 1958

Export controls prevent approval of almost half of applications to sell to Soviet bloc; 93 shipments seized by Customs Collectors

The value of U.S. exports approved for shipment to the European Soviet bloc dropped substantially last year, according to the U.S. Department of Commerce.

In its fourth-quarter 1962 report on export controls to the President and the Congress, the Department stated that export licenses granted for the area totaled $49.6 million, the lowest since the 1958 total of $33.8 million.

Exports rejected in 1962 amounted to $48.9 million, almost 50% of total applications processed for the bloc.

Approximately 93% of the disapproved applications ($43.7 million) were for export of automotive machine tools.

In the fourth quarter of 1962 the Department approved a total of $8.5 million in license applications to the bloc and denied $2.4 million. These figures are not comparable with the preceding quarter because of action taken in that period on a number of long-pending applications.

Approved items

Major items approved for export to Eastern European destinations in the fourth quarter were: agricultural products, $2.4 million, to the USSR, Hungary, Czechoslovakia, and East Germany; chemicals and plastics, $2.5 million, mostly for the USSR; calcined petroleum coke and Gilsocarbon coke, $1.3 million, also to the USSR; and miscellaneous industrial equipment, $744,759, principally to Czechoslovakia, Hungary and the USSR.

Principal items rejected for export to Eastern European countries in the fourth quarter were: Sodium isopropyl anthate (a flotation agent), $1.8 million, to the USSR; copper scrap, $115,080, to Hungary; a diesel electric truck, $72,993, to Czechoslovakia; and diesel engine parts and accessories, $49,641, to the USSR.

The Department also reviewed and authorized the export of approximately $4 million worth of medicines, medical supplies and foods which had been contributed to the Cuban Families Relief Committee for export to Cuba in exchange for the release of prisoners. These materials, while of the same general character as those exportable to Cuba under General License GCU, required authorization.

The report said that 58 of the 246 cases under investigation to detect possible violation of export control regulations were closed by the end of the quarter. Six additional cases were referred for legal action. A total of 33 warning letters were issued during this period; and 93 shipments valued at $64,245, were seized by the Collectors of Customs.

Additional details are contained in "Export Control, Sixty-second Quarterly Report," available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any Department of Commerce Field Office, at 20 cents a copy.

Inland refiners get 'drawback' tariff benefits

Now entitled to 99% tariff refund on crude oil imports previously limited to coastal refiners

A Treasury Department regulation of February 22, has extended the benefits of the drawback provisions of the Tariff Act to include inland oil refiners previously excluded from drawback benefits.

Generally, articles manufactured or produced in the U.S. with the use of imported merchandise, (or with the use of domestic merchandise of the same kind and quality as the imported merchandise) and later exported, are entitled to a refund of 99% of the duty paid on the imported merchandise. This refund of duty is known as "drawback."

Drawback was designed to stimulate and encourage American industries and to permit the American manufacturer to compete in foreign markets without having to include in his costs, and consequently in his sales prices, the duty upon imported merchandise.

Petroleum refiners who import crude petroleum, use the imported crude petroleum in their operations, and export products manufactured therefrom, have for many years been recovering drawback on their exported products. These refiners for the most part have been those with refineries located in a coastal area and, therefore, available to crude imported by tankers.

Many inland refiners whose refineries are located in the interior of the U.S. also import crude petroleum. However, rather than transport the petroleum from the seaport to their refineries, they ordinarily exchange the imported petroleum with a coastal refiner for domestic petroleum delivered at their interior refineries. Since the inland refiners did not actually use the imported crude petroleum in their own refineries, they have not previously been eligible for drawback.

The new regulation will enable the inland refiner to recover drawback when he imports crude petroleum, exchanges it for domestic crude petroleum under an approved exchange arrangement, uses the domestic exchanged crude petroleum in his refining operations, and exports products manufactured with the use of either the domestic exchanged petroleum or other domestic crude petroleum of the same kind and quality as the imported exchanged crude petroleum.

Tariff Commission gets plea on folding door imports

The U.S. Tariff Commission has received a complaint by the Clopay Corporation of Cincinnati, alleging unfair competition and acts in the importation and sale of certain folding doors.

The Commission has initiated a preliminary inquiry to determine whether there is good and sufficient reason for a full investigation, and, if so, whether the Commission should recommend to the President the issuance of a temporary order of exclusion from entry.

A copy of the complaint is available for public inspection at the office of the Secretary, U.S. Tariff Commission, 8th and E Streets, NW., Washington, D.C. and at the Commission's New York office in Room 437 of the Customhouse.

Argentine trader indefinitely denied U.S. export rights

Must answer questionnaire on customs irregularities

An Argentine businessman, David Gerzvolf Gubin, of Buenos Aires, has been barred indefinitely from all U.S. export transactions for refusing to answer questions concerning shipments of goods from the U.S.

The Bureau of International Commerce's investigation concerned shipments of substantial quantities of office equipment, wearing apparel, furs, and costume jewelry which Gubin had imported from the U.S. to Argentina. The shipments were made either without filing the required U.S. customs declarations or by falsely declaring the goods as personal effects under general license baggage. Some of the goods, valued at over $250,000, were seized by Argentine authorities upon arrival in Argentina.

The Bureau sent Mr. Gubin a formal questionnaire concerning the shipments. The Bureau's denial order, effective January 30, 1963, will remain in effect until the Bureau receives a proper response to its questionnaire.

The order prohibits Gubin and his agents and employees from ordering, receiving, disposing of, or financing any U.S. commodities, or otherwise participating directly or indirectly in transactions involving U.S. exports. It further states that no other person or firm may participate with or act for Gubin in any transaction involving U.S. goods.

Pakistan gets $30 million from AID to buy U.S. goods

A $30 million U.S. loan to the Government of Pakistan will finance the purcase of U.S. goods in a wide range of categories essential to Pakistan's economic development under the nation's second Five-Year Plan.

Pakistan will issue import licenses to private importers and allocations to public agencies for the purchase of specific commodities under the AID dollar financing.

Commodity categories approved for financing under this loan include nitrogenous fertilizers, lubes and specialties, pesticides, pharmaceuticals, chemicals, pulp and paper, non-metallic minerals, dyestuffs, non-ferrous metals, industrial equipment, generators and motors, electrical apparatus, engines and turbines, construction, mining, conveying and agricultural equipment, utility motor vehicles, tractors and scientific instruments.

Tariff Commission to hold hearing on schedule changes

Requests to appear in person must be in by March 11; businessmen may also submit views in writing

The U.S. Tariff Commission has scheduled a public hearing concerning the Fifth Supplemental Report of changes in certain provisions of the U.S. Tariff Schedules.

Commodities to be considered in this hearing are listed in Annex I of Tariff Commission Notice 87-456-4, which may be obtained from the Office of the Secretary of the Tariff Commission, Washington 25, D.C. Copies of the notice may be reviewed at the Tariff Commission office in New York City, at U.S. Customhouses, and at Department of Commerce Field Offices.

The hearing has been scheduled to begin at 10 a.m. on March 14, in the Hearing Room of the Tariff Commission Building, 8th, and "E" Sts., N.W., Washington, D.C.

Requests to appear at the hearing must be filed in writing with the Secretary of the Commission. Any such request must include:

❶ the name, address, telephone number, and organization of the person filing the request, and the name of any witness who will testify;

❷ the particular provision on which testimony will be presented.

Parties who have properly entered a request by March 11, 1963, will be notified of the date they are scheduled to appear.

Information and views may also be submitted in writing. Nineteen (19) copies of written statements must be submitted. Each such statement must be submitted not later than March 20, 1963. Written statements and oral testimony must be limited to the issues raised in Tariff Commission Notice 87-456-4.

All communications regarding this notice should be addressed to the Secretary, U.S. Tariff Commission, Washington 25, D.C.

New York group will continue to assist Guineans' training

The Agency for International Development has awarded a $1,092,776 contract amendment to the African-American Institute of New York City to continue administering an academic and vocational training program for students from Guinea.

The amendment extends until June, 1965, the services of the Institute, a nonprofit corporation with a primary interest in African education. An original contract in the amount of $1,234,000 was awarded in June, 1960.

Under terms of the contract, the Institute assists the Government of Guinea in the selection and placement of approximately 150 trainees in foreign institutions, mostly within the U.S. and in the administration and supervision of the program.

Philippine Development firm gets World Bank, AID loans

The World Bank and its affiliate, the International Finance Corporation, have agreed to provide loan and share capital for the Private Development Corporation of the Philippines, a new corporation established to assist the expansion of private Philippine industry. The Corporation will be privately owned and managed.

Of the initial share capital of 25 million pesos (about $6.4 million), 70% will be owned by Filipino investors and the IFC; the balance will be held by foreign investors. Its resources will total the equivalent of 111 million pesos, including a $15 million loan from the World Bank, and a 27.5 million peso loan from the Agency for International Development (AID).

The new Corporation will make long and medium-term loans to privately controlled industrial and other productive enterprises. It will also invest in the equity of private enterprises, underwrite new security issues, guarantee loans from other investment sources, and provide managerial and technical advice and assistance. The Corporation will sell its investments whenever it can do so on satisfactory terms, thereby revolving its own capital for further investment.

Iceland's global quotas are raised $1.1 million, new import lists released

Increases in iron, steel, and wood products account for more than half of increase; Lists I and II are set up

Iceland's Ministry of Commerce has announced the complete list of 1963 global quotas for goods requiring import licenses, the U.S. Embassy in Reykjavik reports.

The Ministry also released lists of commodities added to the Import Free List, those which are importable only from countries with which Iceland has bilateral trade agreements, and others which may not be imported from any country.

The global quota list specifies the value and categories of restricted goods imported from countries with which Iceland has no bilateral trade or payments agreement—all countries except Brazil, Czechoslovakia, East Germany, Hungary, Poland, Rumania and the Soviet Union.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Quota increases

The global quota was increased from $4.8 million in 1962 to $5.9 million in 1963, over half of which resulted from increases in iron and steel and wood products.

The 1963 global import quotas are allocated on two different bases. List I covers commodities for which import and foreign-exchange licenses will be issued in January-February, June and October; licenses for List II commodities will be issued irregularly according to seasonal demand.

Among the commodities for which licenses will be allotted 3 times a year (January-February, June and October) are the following (dollar quotas—$1 = 43 crowns—shown in parentheses): pulp and fruit juice, unsweetened ($81,375); cement ($27,900); pencils other than mechanical, crayons, and chalk ($18,600); planed boards and battens of fir, pine, and hemlock ($813,750); plywood and other glued sheets ($209,250); insulating board ($139,500); writing and printing paper, not elsewhere specified, duplicating paper, envelopes, n.e.s. ($279,000); lineoleum, lincrusta, congoleum and similar goods ($116,250); stockings and socks of synthetic fibers ($232,500); rubber footwear, excluding seamen's rubber boots, and other footwear, n.e.s. ($104,625); window and other glass, miscellaneous glass articles, n.e.s. ($279,000); iron and steel bars, structural steel, n.e.s., iron and steel sheets, iron and steel pipes, n.e.s. ($1,278,750); electrical motors, transformers, batteries and parts, cables ($388,275).

Seasonal

A second group of commodities are licensed irregularly according to the seasonal demand. These List II commodities include (dollar quotas in parentheses): granulated sugar and cube sugar ($315,038); fats and fat oils of animal origin, n.e.s., except lanolin ($2,325); coal and coke ($23,250); foam rubber for other use than shoe-making ($4,650); roofing paper, wall cardboard and other cardboard, n.e.s. ($16,275); certain textile items—carpets, hosiery, and garments, and other articles of wool ($33,713); certain household utensils ($20,925); toys, games, Christmas-tree ornaments, etc. ($23,250).

Except for telescopes (including binoculars), all the items added to the free list were on the 1962 global quota. Imports of telescopes were previously on the list restricted to countries with which Iceland has bilateral trade agreements.

Based on 1958 statistics, some 65% of imports by value are completely liberalized, 25% are restricted completely from all countries except those with which Iceland has bilateral trade agreements, and 10% are on the global quota list.

Free list

Added to the extensive import free list effective Jan. 1, 1963, were: ryeflour; jams and jellies; marmalade, fruit and vegetable juices; carpets, floor mats and runners of flax, hemp, jute and other vegetable fibers, n.e.s.; wall and floor tiles of clay; bath tubs, basins, sinks, water closets, urinals, and similar articles and parts; flower pots, not ornamented, water pans and pots for radiators; telescopes of all kinds, including binoculars; gramophones, phonographs and parts. Among these new free-list commodities, phonographs, sanitary articles, and fruit and vegetable juices are items which should provide the best opportunities for increasing American exports to Iceland. (The original 1960 import free list is available at Department of Commerce field offices.)

Purchasable only from countries with which Iceland has bilateral trade and payment agreements are: coffee, ryemeal, potato starch, bran; hops and chicory roots; roasted chicory and other coffee substitutes; colored sugar-water with essence; fodder-meal of meat, fish, or vegetables; steel wool; petroleum, crude and motor gasoline excluding aviation gasoline and other fuel oils for engines; matches; carpets, floor mats and runners of silk and synthetic fibers; decorative ceramic products; sanitary articles of zinc; non-electric typewriters; automatic loading gear.

Non-importable goods include: pork and other meat and edible parts of animals; tomatoes; margarine and other edible fats; meat and fish preparations; certain sugar goods; plain chocolate, sweet chocolate coating, and other cocoa preparations; candied fruits; carbonated beverages and beer.

IN THE RUNNING

Any U.S. firm or organization contributing significantly to the Nation's Export Expansion Program may be nominated —or may nominate itself—for an "E" award.

Korea tightens imports lid, pushes exports by reviving export-import link system

Shifts hundreds of 'non-essentials' to prohibited list, requires many to have specific Commerce Ministry okay

Korea's trade plan for the first half of 1963 places new curbs on less essential imports and at the same time seeks to promote exports through revival of an export-import link system. The plan was released by the Ministry of Commerce and Industry (MCI).

Nearly 300 "non-essential" items (including many produced domestically) have been shifted to the prohibited-import list, and the number of commodities requiring specific MCI import approval has been substantially increased.

Top priority continues to be given to raw materials for the manufacture of exports, goods required for 5-year-plan projects, and materials for the production of essentials.

Advantage

One advantage for U.S. exporters is that under the new trade plan, as previously, commodities importable with Agency for International Development funds generally will not be importable with Korean Government-held foreign exchange ("KFX"), although some exceptions are stipulated. The United States, which supplies over half of Korea's total imports, will be somewhat affected by the increased import restrictions along with other suppliers, but the bulk of American sales—foodstuffs, industrial raw materials, machinery, and development goods—will not be limited.

Reviving a system of linking imports to exports which had not been utilized since the February 1961 currency devaluation, the plan—which will cause uncertainties and possibly some domestic price increases—provides that KFX allocations for imports by registered traders are to be generally equal to the value of traders' export records. Trading firms qualifying for import rights are those $30,000 in a fiscal year (January-Decemwith individual export records of at least ber) for already registered firms, and in the 12 months from date of registration for newly registered firms.

AID-financed commodities are excluded from the export-import link system, as are goods of "mass consumption," items necessary to implement the 5-year economic plan, and commodities whose prices are rising at a rate considered excessive by MCI. All of these commodities can be imported by registered traders without any direct relationship to the export records of the importing firms.

Export subsidies are to be continued, but the amount for all of 1963, at 450 million won (about $3,461,538) represents a reduction from the 1962 figure of 550 million won (about $4,230,769). Although details have not yet been announced, it is believed subsidies may be paid on a more selective basis than previously, concentrating on new export products, exports to new markets, and items made from domestic materials.

By use of these and other export promotion measures, the Government hopes to achieve its 1963 export target of $73.2 million. This compares with a 1962 total (based on foreign-exchange receipts) of $56.7 million, which was 32% over the 1961 performance.

Honduras cuts duties on tallow, fats, oils 40%

Honduran import duties on animal tallows, fats, oils and greases, other than lanolin, for industrial uses have been lowered 40% to 3¢ per gross kilogram (.06 lempiras) from the previous rate of 5¢ (.10 lempiras), the U.S. Embassy in Tegucigalpa reports.

The action was taken to aid Honduran soap manufacturers who have had to pay higher rates than competing producers in other Central American countries.

Executive Decree No. 10 authorizes the reduction retroactive to the Nov. 27, 1962 date of signing of the decree, upon its almost certain ratification by the National Congress. Thus, the reduction may be said to be in effect now.

Bolivia prohibits entry of diesel-run vehicles

Bolivia has banned the importation of diesel-powered motor vehicles, effective from Jan. 21, 1963, the U.S. Embassy in La Paz reports. Any such vehicles leaving their ports of origin on or after February 5 are prohibited from entering the country.

The order applies to all motor vehicles, wheel-type and crawler tractors. The Supreme Decree states that generator sets and other diesel machinery may contjnue to be imported under a special license to be issued by the Ministry of Economy with the approval of YPFB, the State petroleum entity.

The ban is aimed at reducing Bolivia's fuel import bill.

Freed Israeli imports near 50% mark

Nearly half of all imports may now enter Israel without licenses.

The liberalization program, begun in June 1962 with an announcement of 200 freed items, was expanded in October by 550 new items and sub-items.

Chemicals lead the list of significant items which have been freed. Others are cocoa blocks, cocoa butter, cocoa substitutes, almost all spices, many types of waxes, salted and dried cattle hides, citrus boxes (unassembled), many types of paper and cardboard, a wide range of man-made continuous and discontinuous fibers and yarns, tires of special sizes, various glass products, ball, roller, and needle roller bearings, passenger cars other than those driven by compression-ignition engines, agricultural tractors over 61 horsepower, 16 millimeter motion picture projectors, some types of scientific instruments, tape recorders, and pianos.

Special permission

Regulations permit persons authorized by an appropriate Government agency to import, without license, specified goods presently requiring a license. Authorized merchants may import a number of items significant to U.S. suppliers, including wheat-flour, soybeans, refined white sugar, and raw cotton.

FROM AUSTRALIA TO CANADA

Openings for U.S. know-how, capital available in many overseas projects

Licenses, joint ventures wanted for manufacture of chemical, rubber, metal or plastic products; communication or industrial equipment; food products; prefabricated houses

Eighteen firms in Australia, Belgium, Canada, England, France, Germany and the Netherlands are looking for business arrangements with U.S. companies.

Joint venture and licensing arrangements and capital participation are sought to manufacture various chemical products, communication equipment, fabricated metal products, food items, heating equipment, varied industrial equipment, prefab houses, and rubber and plastic products.

Chemical products

Canada. Manufacturer of industrial chemical products seeks license to produce chemicals for cleaning, metal preparation and water conditioning. Van Camp Products & Sales, Ltd., 60 Clarkson Ave., Toronto 10, Ontario.

England. Producer of paints, all types of surface coatings, adhesives, water proofers and other products for the building industry seeks license to make allied products. Montgomerie Stobo & Co. (Chester) Ltd., Deeside Works, Saltney, nr. Chester.

Germany. License or joint venture sought for production of special lacquers resistant to chemicals. Chemische Fabrik Henrich & Co. GmbH, 5810 Witten/Ruhr.

Manufacturer seeks license to make perfumes, hair tonics and cosmetic articles. A. Moras & Co., 14-18 Gertrudenstrasse, 5 Cologne a. Rh.

Netherlands. License wanted for production of new items in the field of men's and women's cosmetics. SIVA, 518 Amsterdamscheweg, Amstelveen.

Communication equipment

France. License for production of mobile VHF transceivers sought by manufacturer of electronic equipment. Laboratoire General des Telecommunications, 4 rue de Garches, Saint-Cloud (Seine et Oise).

Fabricated metal products

Germany. License sought to manufacture medium-size devices for the chemical industry, preferably patented sheetmetal articles. Dr. Ing. Kurt Schmalfuss, 9 Mayennerstrasse, Waiblingen.

Food products

Australia. Processor of foodstuffs and agricultural produce seeks capital investment of $100,000 to $200,000 to undertake large-scale honey production and refining, meat production and processing, and expansion into processing of marine products with emphasis on lobster tails and shrimp.

The firm offers management participation and will consider selling its entire business. Write to Lloyd Mackennal International Co. Pty., Ltd., 104 St. George's Terrace, Perth.

Heating equipment

Belgium. Manufacturer seeks licensing arrangements for production of all kinds of domestic heating apparatus using sheetmetal. S.A. Remytole, Haine-St. Pierre.

Industrial equipment

England. A firm specializing in the production of crankshafts and cylinder liners for piston engines seeks a license to make other engineering parts and its subsidiary is interested in manufacturing any special tooling or machine. Laystall Engineering Co., Ltd., Dixon St., Wolverhampton, Staffs.

Manufacturer of mechanical-handling and sewage-disposal equipment seeks license to produce related products. S.S. Stott, Ltd., Laneside Foundry, Haslington, Rossendale, Lancashire.

Manufacturer of fabricated and light engineering products—including welding gantries, elevators, and excavator buckets—seeks license to make related products. Settle Speakman & Co., Ltd., Federation House, Stoke-on-Trent, Staffordshire.

France. License sought for manufacture of special coil-winding machines for stators, armatures and other similar mass-produced items. Arras-Maxei, Blvd. de la Scarpe, Arras (Pas-de-Calais).

Miscellaneous manufacturing

Belgium. License sought for production of water purifying machinery, large refrigerating installations, gas blowers for blast furnaces, boilers and furnaces for heating, boilerworks for the chemical industry, large industrial gas pipes with appropriate valves and open furnaces for cement plants. La Brugeoise et Nibelles, S.A., St. Michiels near Bruges.

France. Manufacturer of parachutes, aviation clothes, rubberized fabric products, gasometers, snow barriers and arresting gear barriers for aircraft carriers seeks license for production of similar items. Constructions Aeronautiques Aerazur, 50 Bd. Gallieni, Issy-les-Moulineaux (Seine).

Small mechanical equipment manufacturer seeks license to make electrical, electronic and mechanical devices for transportation industries, military and other applications. Ets. R. Touge, 10-12 Impasse Compoint, Paris 17.

Prefabricated houses

Germany. Licensing agreement or exchange of know-how sought regarding engineering methods and/or new materials in the field of prefab houses. Grossversandhaus Quelle, Gustav Schickedanz KG, 91-95 Nuernberger Strasse, Fuerth/Bayern.

Rubber, plastic products

France. Manufacturer of extruded and molded rubber or plastic accessories for the automotive industry seeks license to make similar items. Standard Products, France, 74 rue de Chezy, Neuilly, Seine.

Ecuador chipboard factory proposed, capital needed

An Ecuadoran importing firm is seeking $400,000 in U.S. capital to establish a chipboard factory in that country on a joint-venture basis.

The firm has title to 75,000 acres of land where all varieties of tropical and subtropical woods, suitable for the production of chipboard and plywood laminates, are grown. In addition, it proposes to make available $150,000 for construction of the plant and installation costs.

The capital provided by U.S. investors would be used to purchase equipment.

For details, write to the Office of International Investment, Code 2-2499-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Indian ferrous metal powder project—a correction

The correct address of the Indian firm seeking a joint venture for the manufacture of ferrous metal powder as described on page 24 of INTERNATIONAL COMMERCE for January 28 is as follows:

Dharamdas Hargovandas, Diamond Building, Lohar Chawl, Bombay 2, India.

Prequalifications requested on Transcameroon rail work

The Federal Republic of Cameroon has issued the notice of call for prequalification of firms to be admitted to the ultimate limited invitation to bid for construction of the first section of the Transcameroon Railway between Yaounde and Goyoum (334 km.).

Participation in the prequalification on the one hand and the ultimate limited invitation to bid on the other is open on equal terms to all natural and legal persons of corporate bodies and joint ventures of firms who are nationals of member states, or associated countries and territories, of the EEC or of the U.S.

Submissions of prequalification of firms should arrive at the latest by March 31 in the Office du Chemin de Fer Transcamerounais, B.P. 625, Yaounde (Republique Federale du Cameroun). Candidates not chosen for the ultimate limited invitation to bid will be advised at the latest by May 31.

Firms or joint ventures desiring to submit qualifications for the prequalifications will receive upon request a single document entitled "Note on the terms and conditions of the international competition for the construction of the Transcameroon Railway" which contains all the necessary information.

Requests should be addressed to the indicated Cameroon address, or to Commission—European Economic Community, European Development Fund, Financial and Technical Directorate, 56, rue du Marais, Brussels 1, Belgium; or to the Office of Capital Development and Finance, Bureau of Africa and Europe, Agency for International Development, Washington 25, D.C.

This procurement is financed under Loan 56, and supplements notice published in INTERNATIONAL COMMERCE, Dec. 17, 1962, p. 39.

Bids invited in Australia for earthfill dam project

Specifications will be issued on April 1 for construction of the Khancoban Dam (contract 20,078) containing 850,000 cubic yards of material and for the excavation of approximately 6 million cubic yards of earth for a tailwater channel. Bid deadline is July 1.

Prospective bidders must register with the Snowy Mountain Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W., Australia, before noon, March 11.

Prefabricated steel buildings sought by Ceylon Government

Bids have been requested in Ceylon for the supply of prefabricated steel buildings (grain stores).

The request was issued by the Chairman, Tender Board, Ministry of Agriculture, Lands, Irrigation and Power, P.O. Box 500, Colombo.

Total storage space required is 150,000 square feet. Bid deadline is 2:30 p.m. April 23.

Tender documents may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C., or examined at the office of the Buildings Materials and Construction Industries Division, Rm. 4002, BDSA (306), Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

- ■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**
- ● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**
- ★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

019 Commercial Farm Products

IRAQ—Flower and vegetable seeds. Direct purchase and agency. Al-Manal Drug Store (importer, wholesaler), 26A - 1 - 1 Battaween, Baghdad. WTD 1/24/63.

111 Anthracite

ITALY—Anthracite coal, first quality. Luigi Monge S.p.A. (importer, exporter, wholesaler), Via N. Bacigalupo 4, Genoa.

121 Bituminous Coal

● **GREECE**—Bituminous coal, 9,500 metric tons, various qualities for use of Athens Gas Works, estimated total $180,000. Tender B/78, bid deadline March 11. Ministry of Commerce, State Purchases Directorate B' 50 Socrates St., Fourth Floor, Athens.★ (WO 7-2421.)

200 Food

GERMANY—Canned food: fruit, vegetables, meat, fish, pickles, and tomato paste; requests replies in German with price quotations c.i.f. Hamburg, Bremen or Bremerhaven. Direct purchase and agency. Holleufer & Co. (importer, exporter, jobber), 69 Eschersheimer Landstr., Frankfurt am Main. WTD 8/1/62.

ITALY—Canned food and alcoholic beverages; requests replies in Italian and French. Direct purchase and agency. Ditta Comm. Augusto Sposetti (importer, wholesaler, retailer, sales and indent agent), 10 Darsena Sezione S, Genoa. WTD 8/24/62.

201 Meat Products

GREECE—Frozen meat and poultry; requests replies from packers only. Direct purchase and agency. Evangelos Maderakis Sons & Co. (importer, wholesaler), Piraeus Central Market, Piraeus. WTD 1/23/63.

202 Dairy Products

IRAQ—Infants' powdered milk. Direct purchase and agency. Al-Manal Drug Store (importer, wholesaler), 26A-1-1 Battaween, Baghdad. WTD 1/24/63.

203 Canning, Preserving Fruits, Vegetables

★★ **ITALY**—Canner of fruit juices and

other vegetables interested in freezing of foods for packaging. Conservificio Dragotta, Via Bonriposo 23, Palermo, Italy. I.R. A-102.

★★ Desires to import dry fruits (specifically prunes, apricots and peaches) and diabetic foods from U.S. Comm. Rag. Guiseppe Trapani, Via Vincenzo Orsini 17, Palermo, Italy. I.R. A-104.

204 Grain Mill Products

ITALY—Diastatic barley. Zaccaria Bozzotti (importer, exporter), Viale Mojon 2/4, Genoa.

208 Beverages

★★ **ITALY**—Wishes licensing agreement with leading brand soft drink company to bottle their products in Palermo and distribute throughout Sicily. Comm. Rag. Guiseppe Trapani, Via Vincenzo Orsini 17, Palermo, Italy. IR A-104.

209 Miscellaneous Foods

★★ **SPAIN**—Wishes to purchase animal fats to manufacture soap (4,000 tons a year) grades 1, 2, and 3. Jabones Beceiro, Culle Espartero 26, El Ferrol del Caudillo. I.R. A-1003.

210 Tobacco

SWEDEN—Tobacco products. Karl Olofsson KB (importer, retailer, sales agent), Kungsholmsgatan 30, Stockholm. WTD 3/13/62.

220 Textile Mill Products

AUSTRALIA—Fabrics for better class sport and dress shirts, together with merchandising service and fashion ideas. Cleeco Shirts Pty., Ltd. (manufacturer), 60 Wentworth Ave., Sydney. WTD 12/29/59.

MOZAMBIQUE—Materials for manufacture of spring mattresses. Fabrica de Colchoes, Lda. (manufacturer, exporter), P.O. Box 1528 or Avenida de Angola, Lourenco Marques.

NETHERLANDS—All supplies for upholsterers and furniture makers. Direct purchase and agency. C. van Leuven N.V. (manufacturer, importer, sales agent), P.O. Box 188 or Singel 121, Amsterdam. WTD 1/31/61.

RHODESIA AND NYASALAND—Piece goods for manufacture of men's clothing, inexpensive quality. L. Ferera (Pvt.), Ltd. (wholesaler, manufacturer), P.O. Box 1998, Salisbury, Southern Rhodesia. WTD 10/5/62.

SWEDEN—All kinds of fabrics. Tornvalls Konfektions AB (importer, exporter, wholesaler, manufacturer). Vastra Hindbyvagen 12, Malmo S. WTD 2/23/62.

222 Broad Woven Fabrics

SAUDI ARABIA—Manmade fabrics for clothes. New Na'Mani Stores (importing distributor, retailer), P.O. Box 354, Jidda. WTD 1/10/63.

225 Knitwear

SWEDEN—Knitwear. AB Friwa (importer, wholesaler, sales agent), St. Paulsgatan 22 D, Stockholm. WTD 3/23/62.

230 Apparel

AUSTRALIA—Children's clothing of average to good quality. Direct purchase and agency. Poppets (importing retailer), 110 New South Head Rd., Edgecliff, N.S.W.

IRAQ—Ready made clothing for men, women, and children. Direct purchase and agency. Abdul Latif Said Al Sarraf, Sarraf Stores (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 1/28/63.

SAUDI ARABIA—Men's, ladies' and children's clothing; outerwear and underwear. New Na'Mani Stores (importing distributor, retailer), P.O. Box 354, Jidda. WTD 1/10/63.

Paratroopers' uniforms. Dabbous Stores (importing distributor), P.O. Box 157, Jidda. WTD 11/16/61.

SWEDEN—Shirts, underwear and outer garments. Direct purchase and agency. Import AB Mansson & Co. (importer), Skeppargatan 22 or Box 14028, Stockholm 14.

Men's, ladies', and children's apparel, such as coats, jackets, trousers. Konfektions AB Vargen (importer, wholesaler, manufacturer), Box 436, Norrkoping 1. WTD 2/23/62.

239 Fabricated Textile Products

SWEDEN—Wearing apparel accessories, handkerchiefs, towels, and other fancy goods. Direct purchase and agency. Import AB Mansson & Co. (importer), Skeppargatan 22 or Box 14028, Stockholm 14.

243 Prefabricated Structural Wood Products

★★ **ITALY**—Interested in prefabricated homes of wooden structure. I.S.P.E. (Industria Suiliana Prefabricated per L'Edilizia, via Alessandro La Marmora 75, Palermo, Sicily, Italy. IR A-103.

Write now!

Write right now.

This is not a play on words—but a definite warning.

If you have products for sale that are asked for on these pages, don't wait to contract the overseas buyer listed. Do it today!

A number of organizations have been set up in other countries for the sole purpose of reproducing and distributing to their clients' information gathered from these pages each week.

A firm in Germany was recently contacted by the U.S. commercial officer a few weeks after *International Commerce* had published a trade opportunity the firm was offering. They reported a good response from U.S. firms, and an equally good response from firms in several other countries who had subscribed to a local reproduction service.

The sale of *International Commerce* is not promoted outside of the United States, but it can be, and is, purchased in the U.S. and airmailed by an agent to the reproducing firm. The overseas purchasers, incidentally, appear quite willing to pay a much higher price than is charged U.S. subscribers for the information contained in the magazine.

251 Household Furniture

SAUDI ARABIA—Children's furniture. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

252 Office Furniture

PAKISTAN—Cabinets. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall or P.O. Box 729, Lahore 3. WTD 2/9/59.

264 Converted Paper, Paperboard Products

AUSTRALIA—Miscellaneous stationery supplies; wishes to establish arrangement with U.S. purchasing agent to work on commission basis. Alex Fryda (Distributors) Pty., Ltd. (importing distributor), 263 Castlereagh St., Sydney, N.S.W. WTD 1/18/63.

ITALY—Cellophane, sheets or rolls; aluminum coated paper and cardboard, sheets or rolls of various thicknesses; rejected material would be considered. Direct purchase and agency. Emilio Zappa (sales agent), Via Oberto Cancelliere 18A/1 Genoa.

NETHERLANDS—Wall paper. Direct purchase and agency. C. van Leuven N.V. (manufacturer, importer, sales agent), P.O. Box 188, or Singel 121, Amsterdam. WTD 1/31/61.

PAKISTAN—Stationery, paper, files. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall or P.O. Box 729, Lahore 3. WTD 2/9/59.

275 Commercial Printing

AUSTRALIA—Plastic playing cards; wishes to establish arrangement with U.S. purchasing agent to work on commission basis. Alex Fryda (Distributors) Pty., Ltd. (importing distributor), 263 Castlereagh St., Sydney, N.S.W. WTD 1/18/63.

277 Greeting Cards

AUSTRALIA—Christmas cards; wishes to establish arrangement with U.S. purchasing agent to work on commission basis. Alex Fryda (Distributors) Pty., Ltd. (importing distributor), 263 Castlereagh St., Sydney, N.S.W. WTD 1/18/63.

PAKISTAN—Greeting cards of all types. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall or P.O. Box 729, Lahore 3. WTD 2/9/59.

281 Industrial Chemicals

● **GREECE**—Following chemical products for use as trace-element fertilizers (in kilograms): sodium tetraborate (borax), 2,000; magnesium sulfate, 55,000; zinc sulfate, 28,000; zinc oxide, 200; sodium molybdate, 500; manganese sulfate, 1,000; chelate iron, 5,000; tender 1735, bid deadline March 14. Agricultural Bank of Greece, 23 El. Venizelos St., Athens, Greece.★ (WO 7-2008.)

● **UNITED ARAB REPUBLIC**—Soda ash, 99-100%; 1,000 tons in double jute bags of 50 kgs. net each; tender 818; bid deadline March 13. Misr Beida Dyers (Buying Department), P.O. Bag—Alexandria; delivered c. & f. and f.o.b. Alexandria.★ (WO 7-3465.)

283 Drugs

IRAQ—Wide range of pharmaceutical products; requests replies from manufacturers only. Direct purchase and agency. Noory's Wholesale Drug Store (importer, wholesaler), 6/36 Ras al Qarya, Baghdad. WTD 1/23/63.

NETHERLANDS—Fine chemicals for pharmaceutical industry. Exclusive distributorship and sales agency. United Trade Agencies (importer, exporter), 545-549 Heerengracht, Amsterdam. WTD 1/10/63.

PAKISTAN—Pharmaceutical specialties: eye drops including cineraria marituna succus, sulphacetamide sodium and pilocarpine; nasal and ear drops, toothache solution and throat paint; cod liver oil and its preparations; tonics; vitamins; hormones; remedies of nervous, respiratory, circulatory, alimentary, and urogenitory systems; latest medicines for carcinoma, leprosy, and polio. Direct purchase and agency. German Health Center (importing distributor), 55 Main Bazar, Samanabad, Lahore. WTD 10/12/62.

284 Soap, Cosmetics

IRAQ—Cosmetics; requests replies from manufacturers only. Direct purchase and agency. Abdul Latif Said Al Sarraf, Sarraf Stores (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 1/28/63.

★★ **SPAIN**—Interested in joint venture or licensing agreement with U.S. soap manufacturers. Jabones Becerio, Culle Espartero 26, El Ferrol, Del Candillo. I.R. A-1003.

285 Paint

★★ **ITALY**—Desires to import paints for painting inside of cans for citrus juices, specifically lemons. Poligrafica Metallurgica Siciliana Affini, Via Tiro a Segno 70, Palermo, Italy. IR A-105.

PAKISTAN—Stencil inks. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall or P.O. Box 729, Lahore 3. WTD 2/9/59.

289 Chemical Products

NETHERLANDS—Glues for wall paperers, furniture makers. Direct purchase and agency. C. van Leuven N.V. (manufacturer, importer, sales agent), P.O. Box 188 or Singel 121, Amsterdam. WTD 1/31/61.

291 Petroleum Refining

GERMANY—Crude oil, gas and fuel oils. Exclusive distributorship with direct purchase. "Masanapt" Marquard & Bahls GmbH (refiner, importer), Kattrepelsbruecke 1, Hamburg 1.

306 Fabricated Rubber Products

PAKISTAN—Erasures. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall or P.O. Box 729, Lahore 3. WTD 2/9/59.

307 Plastics Products

MOROCCO—Plastic trays to be used in cooking tuna before canning; trays must withstand temperatures up to 280° F (120° C); dimensions 17½" x 35½" x 3½" (44 cms. x 90 cms. x 8 cms.). Société Generale de Pecheries et Conserves au Maroc (cannery, exporter), B. P. 301 or avenue d'Espagne, Tangier.

SAUDI ARABIA—Plastic kitchenwares. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

SOUTH AFRICA—Artificial flowers made of plastic material for vases and fashion trade; less expensive quality. Joseph Bros. (importing distributor), 57 Long St., Cape Town.

322 Glass, Glassware

SAUDI ARABIA—Glass kitchenwares. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

331 Steel Mill Products

AUSTRALIA—Minimum quantities of 5 tons each: bright mild steel rolls, SAE 1030 and 1020, grades 1 and 2; rounds and hexagons in grade 1 for shafting and general engineering; rounds, squares, hexagons, and flats in grade 2 for general machining; 48" wide or wider coils of stainless steel sheet, AISI standards 302, 321, 304, 316, and 430. Dacra Co. Pty., Ltd. (importer), 15 Hamilton St., Sydney, N.S.W. WTD 2/1/63.

GERMANY—Seamless tubes: 20 pc. with (in millimeters) 95 dia. x. 3.5 x 1, 350 long; 20 pc. with 95 dia. x 3 x 1, 350 long; 20 pc. 72 dia. x 3 x 1, 350 long; 20 pc. 68 dia. x 3 x 1, 350 longs; alternatively, with wall thickness 1.5 and 2; tolerances: external dias. are limited to +0 and −0.2, straightness of tubes to ±0.2, external dias. 72 and 68, according to DIN 2391 (precision tubes); material Nimonic 75 with test certificate according to DIN 50049/3C(TUV); special care to be taken that cobalt content does not exceed 0.1%; a yield strength of 20 kg/mm.² at 700°C must be certified; inspection of tubes must be analogous to test for heat resisting tubes according to DIN 17175 quality 3. Fried. Krupp Maschinenfabriken (manufacturer), P.O. Box 963, Essen. WTD 10/26/61.

● **GREECE**—Steel, seven wire, zinc coated, schield wire, 1,300 km. Nominal overall diameter 9.53 mm., stranding 7 x 3.17 mm., minimum breaking strength 6,500 kg., elongation 4%, reel length 1500 mm., weight of strand approximately 440 kg./km. Inquiry DMPM-161, bid deadline March 16. Public Power Corp., 30 Chalkokondyli St., Athens. Copy of tender, terms, and specification may be reviewed in Room 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington 25, D.C.

■ **INDIA**—High tensile galvanized steel wire, 16 m.t., approximate size 0.144" dia., for manufacture of A.C.S.R. to I.S. 398/1961 or B.S. 215/1956, Part II, galvanized according to B.S.S. of 1936 (I.S. 429) in coil weight of 150 kg. each. Loan 217; U.S. source. Bid deadline March 12. IL#DL/55/239/02101/0101. The Indian Cable Co., Ltd., 9 Hare St., Calcutta 1. Cable: Cableco, Calcutta.

■ High carbon steel rods for manufacturing steel wire ropes, .212" diameter, 300 tons, .250" dia. 75 tons; high carbon steel rods, for manufacture of wire ropes, .212" dia., 75 tons, .212" dia., 500 tons, .276" dia. 100 tons, .324" 50 tons. Loan 217; U.S. source. Bid deadline March 12. Usha Martin Black (Wire Ropes), Ltd., 14 Princep St., Calcutta 13.★

■ Tinplate, prime, 0.75 electrolytic coating 107/108 lbs. base weight. Loan 217; U.S. source. Bid deadline March 12. IL#BL/55-5/02101/246 and BL/55/6/03101/268. Esso Standard Eastern, Inc., Central Purchasing Dept., P.O. Box 355, Bombay 1. Quotations are to be submitted to Esso Standard Eastern, Inc. c/o Esso International, Inc., P.O. Box 1551, New York 19, N.Y.★

■ Nickel chrome steel bars, 2¾", 3", 4", 5" and 6" sizes rounds, carbon 0.26%-0.34%, manganese 0.40%-0.60%, chromium 1.40%-1.80%, nickel, 3.75%-4.40%, silicon .10%-.35%, phosphorous .025%, sulphur .025%. Loan 217; U.S. source. Bid deadline March 12. IL#DL/55/1060/02201/0079. Bharat Mineral Sales Corp., 1/A Vansittart Rd., Calcutta 1. Cable: Wirefabric.

IRAN—Cold rolled steel sheets for manufacturing enamelware. Exclusive direct purchase and agency. Mousa Abrishimchi (sole proprietorship), Bazaar Sultani, Tehran. WTD 1/30/63.

JORDAN—Steel sheets, 2,104 tons; tender 3/63, bid deadline March 10; specifications: cold reduced, general purpose drawing quality steel sheets, unoiled, CR4/GP, suitable for manufacture of drums; quantity: (A) 888 tons steel sheets 63" x 35¾" x 24 BG (.025"), 400 tons steel sheets 45" x 45" x 24 BG (.025"), 30 tons steel sheets 51" x 34" x 24 BG (.025"); (B) 536 tons steel sheets 63" x 35¾" x 21 BG (.035"), 242 tons steel sheets 45" x 45" x 21 BG (.035"), 8 tons steel sheets 48⅛" x 32¼" x 21 BG (.035"); sheets to be packed in bundles of 2 tons maximum weight, wrapped in waterproof paper, in steel boxes, and to be mounted on 2 longitudinal wooden skids 2" x 4" with minimum spacing of 24"; price quotations in Jordan dinars or U.S. dollars per metric ton on basis of c.&f. Aqaba without insurance; delivery to be effected in 2 equal shipments so that second shipment must arrive 3 months after 1st shipment; awarded contractor must submit bank guarantee not less than 10% of value of tender, guaranteeing delivery of materials according to required specifications and within period; the company maintains right to appoint world known testing expert to represent them in sorting and testing steel during manufacture, also to approve and accept steel sheets if they find them up to specifications and sizes required. Jordan Petroleum Refinery Co., Ltd. (refinery), Amman. WTD 7/5/62.

MOZAMBIQUE — Raw materials for manufacture of iron beds and spring mattresses. Fabrica de Colchoes, Lda. (manufacturer, exporter), P.O. Box 1528 or Avenida de Angola, Lourenço Marques.

■ **PAKISTAN**—G.P. sheets, 8' x 3' in 16 to 30 G; CRCA sheets, 14 to 30 G in size 8' x 3'; m.s. plates and sheets, 8' x 4' in ⅛" to 1" thickness; black pipes, ¼" to 3" dia.; tin plates, prime coke and electrolytic, size 18¾" x 28", 20" x 30", 30 gauge, 1.25 coatings; HRCA sheets, 12 to 18 G, size 8' x 4'. Loan 7; U.S. (000) source. S/A No. RM 035848. Bid deadline March 12. African General Agency, 88 PMA Bldg., Nicol Rd., Karachi 2.

■ Mild steel black sheets, hot rolled, Thomas commercial quality, size 6' x 3', 18 and 22 b.g., 8' x 4', 12 and 20 b.g.; mild steel plates, 8' x 4' x 3/16". Loan 7; U.S. (000) source. S/A No. RM 057369. Bid deadline March 15. Punjab Iron Safe Works, 4/11 English Rd., Dacca 1.

■ Pig iron, Si. 2.0/2.5% or 2.5/3% or 2.75/3.75, Mn. .6/1.3%, Ph. .1/9%, Su. .05% max. Loan 7; U.S. (000) source. S/A RM 040535. Bid deadline March 15. M. Mohammad Hussain & Sons, Badami Bagh, Lahore 6. Cable: Truth, Lahore.

■ Pig iron, foundry U.S. grade, Si., 3.00 to 3.50, Su. .35 max., Ph. .40 to .50, Mn., .50 to 1.00, total C. 3.50 to 3.90, $6,300. Loan 7; U.S. (000) source. S/A No. RM 040531. Bid deadline March 15. Allah Bux & Sons, Race Course & Station Rd., Sukkur.

■ M.S. sheets, CRCA, oiled and pickled, 6' x 3', 18, 20, 22 gauge, 8' x 4', 18 g.; m.s. plates, 8' x 4' x ⅛"; m.s. channels, ¾" x ¾" x ⅛". Loan 7; U.S. (000) source. S/A No. RM 055344. Bid deadline March 15. Evergreen Industries, 4/9 English Rd., Dacca.

■ Pig iron, Si., 3.5/4.00%, 2.25/3.00%, Su. .05% max., Mn. .60/1.20% or 1.00% max., Ph. .70/1.20% or .6% max., C. 3.0/3.8% max., $15,750. Loan 7; U.S. (000) source, S/A No. RM 025386. Bid deadline March 15. Mian Abdul Rahim & Sons, Railway Rd., Gujrat, W.

■ Pig iron, machine cast and sand cast, Si. 2.25% to 4%, C. 3.2% to 4.2%, Mn., 1% max., Su. 0.05% max., Ph., 0.4% to 0.8%, approximately 200 tons, $18,900, Loan 7; U.S. (000) source, S/A No. RM 040617. Bid deadline March 15. M/S Alwis, Ltd., 54 Railway Rd., Lahore. Cable: Rosor.

■ 464 MG wagon materials, including mild steel angles, mild steel plates and sheets, mild steel flats and rods, mild

steel sheeting, copper ingot, antimony, lead and tin ingots. Loan 45; U.S. source. Bid deadline March 26. Tender notice P&D/WAG-740/CTG. East Pakistan Railway Board, Railway Bldg., Chittagong. Tender documents including instructions to tenderers, tender forms, schedule of requirements, specifications and conditions of contract may be obtained free from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.

■ Pig iron, C. 3.5/4.0%, Si., 3.0/3.5%, Phos. 0.5/0.7%, Sul. 0.04% max., Mang. 1.00% max., $11,550. Loan 7; U.S. (000) source. S/A No. RM 040610. Bid deadline March 15. M. Hassan Din & Sons, 138 Fateh Mohammad Rd., Lahore.

332 Iron, Steel Foundries

SAUDI ARABIA—Cast iron kitchenwares. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **GREECE**—Aluminum conductor steel reinforced (ACSR), 1500 kilometers type Grosbeak 636,000 CM, and 1000 kilometers type Linnet, 336,400 CM. Bid deadline March 19. Tender DMPM-166/170. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens 102.

336 Nonferrous Foundries

■ **PAKISTAN**—Triple or quadruple paper covered copper conductor, fully annealed with thickness of insulation 0.2 to 0.25 mm. (.008" to 0.10") with total covering 0.4 to 0.50 mm. (.016" to .020"), suitable for transformer winding, 6 mm. x 2 mm., 8 mm. x 3 mm., 8 mm. x 4 mm. Loan 53; U.S. (000) -source. S/A No. RM 040204. Bid deadline March 15. The Climax Engineering Co., Ltd., Climaxabad, G.T. Rd., Gujranwala. Cable: CLIMAX, Hujranwala.

SAUDI ARABIA—Cast aluminum kitchenwares. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

342 Cutlery, Hand Tools, General Hardware

NETHERLANDS—All tools for wall paperers, upholsterers, and furniture makers. Direct purchase and agency. C. van Leuven N.V. (manufacturer, importer, sales agent), P.O. Box 188 or Singel 121, Amsterdam. WTD 1/31/61.

PORTUGAL—Small household gadgets; requests replies from manufacturers only with catalogues and price quotations. Chaves & Feist, Lda. (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

SAUDI ARABIA—Cutlery items, kitchen aids. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

343 Heating Apparatus (Except Electric)

★★ **SPAIN**—Wishes to manufacture under license oil heaters for homes. Taller Mecanico "Galicia," Avda. del Generalisimo, 306 El Ferrol, La Corona. I.R. A-1002.

344 Fabricated Structural Metal Products

GREECE — Industrial and commercial equipment manufactured from steel strip, sheet, or iron profiles: masts, towers and pylons for telecommunication or power transmission systems; metal fixing systems to support sheet material for lining to industrial buildings, suspended ceilings; curtain walls and partitions, of steel, or aluminum, or any other metal. Direct purchase and agency. Dexion Hellas A.E. (manufacturer, importer, sales agent, exporter), 8 Hermou St., Athens 126. WTD 1/14/63.

■ **INDIA**—Cylinders for transport of liquid chlorine, 2,000 lbs., 200 no.; 150 lbs., 200 no.; 100 lbs., 200 no.; also 1,000 yds. of 1 sq. in. single core, cable of 660 volts grade, paper insulated, lead covered and served. Loan 157; U.S. source. Bid deadline March 15. IL#990571/DLF.157/61. Ref. No. 41 (745)/62-AID.II. Century Rayon, Prop: The Century Spg. & Mfg. Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1.★

★★ **ITALY**—Interested in prefabricated houses of metal structure. I.S.P.E. (Industria Siciliana Prefabricated per L'Edilizia, via Alessandro La Marmora 75, Palermo, Sicily, Italy. IR A-103.

★★ **SPAIN**—Desires to manufacture under license, ventilators in connection with home heating apparatus. Taller Mecanico "Galicia," Avda. del Generalisimo, 306, El Ferrol, La Corona. I.R. A-1002.

346 Metal Stampings

SAUDI ARABIA—Kitchenwares of stamped and spun aluminum, stainless steel, and other stamped metals. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

351 Engines, Turbines

● **AUSTRALIA** — Design, manufacture, delivery and supervision of erection of three 188,000 bhp. Francis type water turbines and accessories (contract M.136) and three 138 mw. generators and accessories (contract E.515); bid deadline July 10. Snowy Mountains Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W. Specifications may be obtained from above address for $4.50 a set, including postage.

352 Farm Machinery

GREECE—Cotton picking machines, 1 or 2, preferably of 1 row type, to test feasibility of mechanized picking of Greek cotton. Prof. Basil Christides, Greek Cotton Research Institute (government research institute), Sindos, Thessaloniki.

353 Construction Machinery

■ **INDIA**—Rubber tired front and tractor loaders, 2, fitted with 2½ cu. yd. capacity heavy duty bucket for loading material weighing approximately 3,500 lbs. yd. Bucket width approx. 8'8", fitted with short bucket teeth and extended type cutting edge and with automatic bucket positioner and kickout. Loan 157; U.S. source. Reference IL#988783/DLF-157/61. 4(315)/62-AID-II. Bid deadline March 12. Bolani Ores, Ltd., Chartered Bank Bldgs., Calcutta. 1.★

● Global trade opportunity, 3 crawler tractor type shovel-loaders, 1½ to 2½ cu. yd.; 1 wheel tractor type shovel loader, 1½ to 2½ cu. yds. Tender Project/13714-N/I, bid deadline April 10. Director General of Supplies and Disposals N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. (I.S.M. Ref. D/ENQ/648, at $2.10 each, not refundable).

■ **INDIA**—Diesel track type tractor, 235 hp., 84" gauge, roller track frames with 22" wide hard grouser track shoes with rear mounted double drum cable control unit and angling type bulldozer. Loan 157; U.S. source. Bid deadline March 15. IL# 989036/DLF.157/61/HQ/CG.I. Ref. 4(227)/62-AID-II. Indian Copper Corp., Ltd., P.O. Ghatsila, S. E. Rv., Dist. Singhbum, Bihar.

■ Crawler tractor, 235 hp., turbo-charged diesel engine, power shift transmission, 84" gauge, 22" wide grouser track shoes, 39 section, six-roller track frame, hydraulic track adjusters, rigid drawbar, heavy radiator guard, with gasoline starting engine with 12-volt electric starter, including 24 amp. charging generator, oil-type steering clutches and brakes, as per makers' standard specification and equipped with crankcase guard, track roller guard, lighting system 4 lights, bulldozer straight blade, hydraulically operated. Loan 157; U.S. source. IL#988773/DLF-157/61/HQ/CG.III. Ref. 4(287)/62-AID-II. Bid deadline March 15. Bolani Ores, Ltd., Chartered Bank Bldgs., Calcutta 1.

354 Metalworking Machinery

MOZAMBIQUE—Machinery to manufacture iron beds and springs for spring mattresses. Fabrica de Colchoes, Lda. (manufacturer, exporter), P.O. Box 1528 or Avenida de Angola, Lourenco Marques.

PAKISTAN—Machinery to manufacture turbine pumps, sullage pumps, vertical spindle and horizontal sullage pumps, centrifugal pumps, concrete mixers; technical know-how required. Yaaly Products (manufacturer), 54 Brandreth Rd., Lahore. WTD 1/23/63.

355 Special Industry Machinery

BURMA—Burner-evaporator for processing salt from sea water; burning either fuel oil or diesel oil; to be used with evaporating pan 8' x 16'; requests descriptive material and price quotations. U Tun Ave, Managing Director, Burma Railway Hotel, (contractor, importer, exporter, salt manufacturer), Rangoon. WTD 9/7/62.

CEYLON—Machinery for manufacture of wooden matches; specifications available on loan from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Mr. H.E.P. de Mel, Managing Director, Lanka Light, Ltd. (manufacturer), Koralawela, Moratuwa. WTD 9/20/62.

● Cigar manufacturing machinery; 1 set bunch making machines capacity 30 bunches mt.; 1 set bunch-pressing, turning and drying machine, 30mt.; automatic wrapping machine, 30 mt.; conveyor; cutting machine, 80 mt.; spare parts. Bid deadline April 18. Chairman, Tender Board, Ministry of Industries, Home and Cultural Affairs, P.O. Box 552, Colombo 7.★ (WO 7-5589.)

FRANCE—Automatic or semi-automatic compensated-vacuum packaging machinery, medium duty, including net weighters and fillers, for high speed packaging of shelled walnuts in cellophane bags. Philippe Ranoux (walnut grower, cracker, wholesaler, exporter), Saint-Robert, Correze. WTD 2/1/62.

GERMANY — Machinery for rewinding muslin bandages from large spool of approx. 1,000 meters to small spool of approx. 4 meters; possibly with high capacity and either full or half automatic; requests replies in German. W. Sohngen GmbH (manufacturer), 4 Wilhelmstr., Wiesbaden-Schierstein.

INDIA—Complete plant for manufacture of PVC shoes. Pratibha Plastic Industries (manufacturer), 610 Raviwar Peth, Poona 2.

■ **INDIA**—½" four-station, three-die boltmaker, ½" six-station five-die cold nut former 3/18" single die boltmaker, ¼"-¾"

twin tapper. Loan 157; U.S. source. Bid deadline March 15. IL#989326/DLF.157/61. Ref. 4(99)/62-AID-II. Sikands, Ltd., 50 Janpath, Second Floor, New Delhi 1.★

■ Steam boiler plant, capacity 10,000 lbs. per hour, working pressure 250 p.s.i.g. complete with mountings, fittings, mechanical stoker, induced draft fan, feed pumps, feed regulator; high pressure autoclaves, 2, one of 300 gallons and other 500 gallons capacity; high pressure autoclave of 750 gallons capacity, working pressure 260 p.s.i.g.; Pfaudler reactor of approximately 500 gallons capacity; 7" x 7" ammonia compressor for refrigeration plant; reduction gears, 13, complete with explosion proof motors; vacuum pump of 100 c.f.m. vacuum of 29" complete with pulleys, texropes, but without motor and starter; steam jet elector of 200 cu. ft. volume with inner condenser. Loan 157; U.S. source. IL#989011/DLF./157/61/HQ/CG.III. Ref. 41(814)/62-AID.II. Bid deadline March 15. Sudarshan Chemical Industries, Pvt., Ltd., 27 Shankarshet Rd., Poona 2.★

■ Cloth looms, winding machine, brake liner looms, tape looms, machines required for processing brake liners, after lubrication, for machinery capacity up to 240 tons, brake band and brake linings 80 tons. Loan 157; U.S. source. IL#989116/DLF-157/61. Ref. 4(55)/62-AID-II. Bid deadline March 21. Asbestos Packing & Manufacturing Co., 15-A Bruce St., Bombay 1.★

INDONESIA—Spare parts for machinery to manufacture caustic soda, hydrochloric acid, and bleaching powder; 53 different kinds, many are pump and piping parts; requests earliest replies with price quotations c.i.f. Surabaya and earliest delivery date; cables requested: list of requirements available on loan from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Perusahaan Negara Soda (manufacturer), Waru, Surabaya.

● **IRAN**—Tobacco leaf redrying plant, one, 1,500 kilos per hour, electric generating set, steam equipment, bale press, steamer, including supply and erection and training of personnel. Tender 85355, bid deadline May 7. The Iranian Tobacco Monopoly, Teheran.★ (WO 7-5589.)

★★ **ITALY**—Firm seeks technical assistance to improve production methods in canning fruits and juices, canning manufacturer preferred. Poligrafica Metallurgica Siciliana Affini, via Tiro a Segno 70, Palermo, Sicily, Italy. IR A-105.

MOROCCO—Machinery for manufacturing telescopic cardboard cartons for citrus fruit; processes used in packing of citrus and particularly oranges in cardboard containers having capacity to standard orange crates; equipment for sorting, grading and treating not required. Sales Manager, Compagnie Marocaine des Cartons et Papiers (CMCP), (manufacturer), 11 rue de Lille, Casablanca. WTD 9/10/62.

Automatic and remote control equipment for tuna cannery with capacity of 60 tons daily, including thermostats, thermometers, on/off switches. Société Generale de Pecheries et Conserves au Maroc (cannery, exporter), B.P. 301, or avenue d'Espagne, Tangier.

MOZAMBIQUE—Machinery to manufacture spring mattresses. Fabrica de Colchoes, Lda. (manufacturer, exporter), P.O. Box 1528 or Avenida de Angola, Lourenco Marques.

NEW ZEALAND—Automatic or semi-automatic machine for manufacture of wooden oars; would prefer single machine, but would consider 2 machines with separate functions, each producing separate part of oar; principal aim, whether single or multiple machines or semi-automatic or automatic, is high degree of automation. Commercial Sales Corp., Ltd. (importer, marketing consultant), P.O. Box 1286, or 1st Floor, Dilworth Bldgs., Queen St., Auckland. WTD 8/27/62.

★★ **SPAIN**—Wishes to buy machinery for comb manufacturing. Also interested licensing agreement with U.S. firm for manufacture of combs. Antonia Sanchez Blanco, Calvo Sotel 26, El Ferrol, La Corona, I.R. A-1001.

★★ Desires to purchase soap manufacturing equipment. Jabones Beceiro, Culle Espartero 26, El Ferrol del Candillo. I.R. A-1003.

SYRIAN ARAB REPUBLIC—Machine for manufacture of dustless chalk crayons; requests replies only from manufacturers with catalogues and price lists. Abdul-Hamid Kamari & Co. (importer, retailer, wholesaler, manufacturer, exporter), Bab el-Naser St., Aleppo. WTD 1/18/63.

356 General Industrial Machinery

PORTUGAL—Automatic packaging machines; requests replies from manufacturers only. Direct purchase and agency. Altex-Comercio e Representacoes, Lda. (importer, wholesaler), Rua de D. Estefania 46-1°, Lisbon 1. WTD 1/22/63.

357 Office, Computing, Accounting Machines

ITALY—Data logger for process and cost accounting. Direct purchase and agency. Fonderia Vezzoli-Ghitti (importer, agent, subcontractor), Via Fiume 8/10, Brescia. WTD 10/4/61.

PAKISTAN—Typing and duplicating equipment, adding and calculating machines, staplers. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall or P.O. Box 729, Lahore 3. WTD 2/9/59.

PORTUGAL—Small office gadgets; requests replies only from manufacturers with catalogues and price quotations. Chaves & Feist, Lda. (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

358 Service Industry Machines

GREECE—Vending machines for sale of refreshments. Direct purchase and agency. Lidel—Commercial and Technical Enterprises (importing wholesaler, sales agent), 36 Marnis St., Athens. WTD 1/25/63.

Air conditioning equipment. Direct purchase and agency. Emmanuel Hatzidakis (importer, sales agent), 35 3rd of September St., Athens 102. WTD 1/29/63.

MALAYA—Air conditioning spare parts. Winli Radio Co. (importer, distributor), 557 Penang Rd., Penang.

PAKISTAN—Refrigeration and air conditioning equipment. Direct purchase and agency. Freezit & Co. (manufacturer's agent, importing distributor), 5 Ahmad Mansion, The Mall, Lahore. WTD 1/25/63.

■ Air conditioning equipment for cinema auditorium, 15- and 30-ton packaged type, 1 each, or 30-ton open type and 15-ton packaged type, complete with all accessories of 400-volt, a.c., 3-phase, 50 cycles, 1 each. Loan 53; U.S. (000) source. S/A No. RM 040026. Bid deadline March 15. Rex Cinema, Hassan Parwana Rd., Multan.

■ Air conditioning equipment for cinema auditorium, 15- and 30-ton packaged type, 1 each; or, 30-ton open type and 15-ton packaged type, 1 each, complete with all accessories of 400-volt, a.c., 3-phase, 50 cycles. Loan 53; U.S. (000) source. S/A No. RM 040028. Bid deadline March 15. Rattan Cinema, McLeod Rd., Lahore.

SWEDEN—Equipment for water purification plant. Ingenjorsfirman Svenska Vattenreningsbyran AB (VARAB), (importer, exporter, manufacturer, sales agent), Kungsholmsgatan 15, Stockholm. WTD 3/23/62.

360 Electrical Machinery

ITALY—Electronic and electrical instruments and components, potentiometers. Direct purchase and agency. Fonderia Vezzoli-Ghitti (importer, agent, subcontractor), Via Fiume 8/10, Brescia. WTD 10/4/61.

361 Electric Transmission Distribution Equipment

● **NIGERIA**—Single-phase integrating meters, 24,000, and three-phase integrating meters, 1,230. Bid deadline March 22. The Secretary, Electricity Corp. of Nigeria, Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos. Tender form fee: 2 guineas each.

● **TUNISIA**—Supply of 3 transformers with ratings of 32 mv.-a.-12,500 kv., 3,150 mv.-a.-12 kv. and 3,150 mv.-a.-32 kv. Bid deadline April 1. Address bids to Monsieur le Secretaire General, Société Tunisiene de l'Electricité et du Gaz, 38, rue de Besancon, Tunis. One copy of specifications (in French) available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

362 Electrical Industrial Apparatus

GREECE—Electric power generating sets. Direct purchase and agency. Emmanuel Hatzidakis (importer, sales agent), 35 3rd of September St., Athens 102. WTD 1/29/63.

INDONESIA—Graphite anodes with specification of 890 x 210 x 75 mm., 1,600 blocks; graphite cathode anodes with specification of 530 x 195 x 53 mm., 870; requests earliest replies from manufacturers with price quotations c.i.f. Surabaya and earliest possible delivery date; cables requested. Perusahaan Negara Soda (manufacturer), Waru, Surabaya.

PAKISTAN—Electric motors and their controls. Direct purchase and agency. Freezit & Co. (manufacturer's agent, importing distributor), 5 Ahmad Mansion, The Mall, Lahore. WTD 1/25/63.

363 Household Appliances

GREECE—Electric household appliances, such as ranges, refrigerators, washing machines and others. Direct purchase and agency. Emmanuel Hatzidakis (importer, sales agent), 35 3rd of September St., Athens 102. WTD 1/29/63.

MALAYA—Refrigerator spare parts. Winli Radio Co. (importer, distributor), 557 Penang Rd., Penang.

PAKISTAN—Domestic appliances: coolers, mixers, kettles, room heaters, coffee percolators, water heaters, steam and electric irons. Direct purchase and agency. Freezit & Co. (manufacturer's agent, importing distributor), 5 Ahmad Mansion, The Mall, Lahore. WTD 1/25/63.

SAUDI ARABIA—Electrical household appliances; household novelty appliances and accessories. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

364 Electric Lighting, Wiring Equipment

● **GREECE**—Supply of 11,700 lightning arresters and 11,700 expulsion devices, Tender DMKD-78/297, bid deadline March 27. Estimated value of contract $125,000. Public Power Corp. (PPC), 30 Chalkokondyi St., Athens.★ (WO 7-4242.)

PORTUGAL—Small flashlights; requests replies from manufacturers only with catalogues and price quotations. Chaves & Feist, Lda. (importer, distributor, sales

agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

365 Radio, Television Sets, Tape Recorders, Phonographs

SAUDI ARABIA—Radios, televisions, tape recorders, phonographs. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

367 Electronic Components, Accessories

SAUDI ARABIA—Transistors. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

369 Electrical Machinery

SAUDI ARABIA—Electrical dry batteries. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

371 Motor Vehicles

GREECE—Motor vehicles, such as trucks, buses, cars. Direct purchase and agency. Emmanuel Hatzidakis (importer, sales agent), 35 3rd of September St., Athens 102. WTD 1/29/63.

381 Engineering, Scientific Instruments

ITALY—Electronic instruments to be installed aboard ships, pleasure boats; first quality only. Direct purchase and agency. AP.EL.MAR-Apparecchiature Elettroniche Marittime (importer, retailer, installer), 2/15 Via S. Luca Genoa. WTD 1/8/63.

NETHERLANDS—Laboratory scientific equipment, such as laboratory centrifuges, ultra centrifuges, electronic colony counters, differential thermo-analysis apparatus, dilatometers, data logging apparatus, high voltage electrophoresis units, fermentation and control equipment, fraction collectors, freeze drying apparatus, freezing apparatus, gas chromatographs, microscopes, miscellaneous equipment, pH meters, shakers, tissue culture apparatus, torsion equipment. Direct purchase and agency. J. J. du Mee, Wetenschappelijke Instrumenten (importer), 6 Rembrandtlaan, Soestdijk. WTD 12/28/62.

382 Instruments for Controlling Physical Characteristics

ITALY—Temperature controls and transmitters, pressure controls and transmitters, level and flow controls and transmitters, selenoid valves, pneumatic valves. Direct purchase and agency. Fonderia Vezzoli-Ghitti (importer, agent, subcontractor), Via Fiume 8/10, Brescia. WTD 10/4/61.

PAKISTAN—Air conditioning controls. Direct purchase and agency. Freezit & Co. (manufacturer's agent, importing distributor), 5 Ahmad Mansion, The Mall, Lahore. WTD 1/25/63.

SWEDEN—Automatic controls for water purification plant. Ingenjorsfirman Svenska Vattenreningsbyran AB (VARAB), (importer, exporter, manufacturer, sales agent), Kungsholmsgatan 15, Stockholm. WTD 3/23/62.

● **VIET-NAM**—Three mercury barometers and 20,500 various size weather balloons. Tender 0775-28013, bid deadline March 13. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (WO 7-2312.)

383 Optical Instruments

SWEDEN—Optical instruments and equipment. Svenska Optiska AB (importer, exporter, wholesaler, sales agent), Kungsgatan 29, Stockholm. WTD 3/15/62.

384 Medical Supplies

SWEDEN—Medical supplies. Raddningskaren AB (importer, exporter, manufacturer), Box 7072 or Grev Turegatan 3-5, Stockholm 7. WTD 12/6/62.

394 Toys, Sporting, Athletic Goods

AUSTRALIA—Metal and plastic toys, not stuffed; wishes arrangement with U.S. purchasing agent to work on commission basis. Alex Fryda (Distributors) Ptv., Ltd. (importing distributor), 263 Castlereagh St., Sydney, N.S.W. WTD 1/18/63.

GERMANY—Mechanical and nonmechanical metal and tin toys; requests early replies. Behringer & Co. (manufacturer, importer, commission agent), 21 Guerther Str., Nuernberg. WTD 7/25/62.

PORTUGAL—Toys, sporting and athletic goods; requests replies from manufacturers only with catalogues and price quotations. Chaves & Feist, Lda. (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

SAUDI ARABIA—Children's toys and novelties. El-Salwa General Stores (importer, retailer, wholesaler, commission agent), P.O. Box 9, Alkhobar. WTD 1/16/63.

395 Office Materials

AUSTRALIA—Ballpoint pens; wishes arrangement with U.S. purchasing agent to work on commission basis. Alex Fryda (Distributors) Pty., Ltd. (importing distributor), 263 Castlereagh St., Sydney, N.S.W. WTD 1/18/63.

PAKISTAN—Pens, pencils, stencils. Direct purchase and agency. Mirza Book Agency (importing distributor), 65 The Mall, or P.O. Box 729, Lahore 3. WTD 2/9/59.

396 Costume Novelties, Buttons

SWEDEN—Buttons, costume novelties. Direct purchase and agency. Import AB Mansson & Co. (importer), Skeppargatan 22 or Box 14028, Stockholm 14.

399 Manufacturing Industry Products

AUSTRALIA—Souvenir-type novelties; wishes arrangement with U.S. purchasing agent to work on commission basis. Alex Fryda (Distributors) Pty., Ltd. (importing distributor), 263 Castlereagh St., Sydney, N.S.W. WTD 1/18/63.

■ **INDIA**—Stainless steel plates, 168, import license DL/55/122/02301/0668; various machine tools, dynamatic air cooled stationary field eddycurrent couplings and adjustable speed drives, complete with integral governor, generator and bare shaft extension; hydropneumatic equipment for sugar cane mills; electric timers and spares; solenoid valves, solid drawn arsenical brass 70/30 alloy tubes, manufactured in accordance with BS 2871; 1957 C. E. 105; line steam separators; liners for sugar centrifugal basket, size 40" x 30", seamless steel tubes; turbo-alternator, 1250 kw., suitable for operation. IL#A-596000/61/AU-DW/CCI/HQ/RM. Ref. 65 (35)/62-AID(1). Loan 217; U.S. source. Bid deadline March 12. Walchandagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1.★

MEXICO—Live tropical fish; their food, vitamins and medicines; aquarium articles such as air pumps, filters, thermostats, glue, and ornaments. Mr. Jesus Nava C. (haberdasher), Morelos y Rodriguez, Torreón, Coahuila. WTD 12/18/62.

PORTUGAL—Key rings, curiosities, religious articles; requests replies from manufacturers only with catalogues and price quotations. Chaves & Feist, Lda. (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

SWEDEN—Smokers' accessories, such as pipes and related articles. Karl Olofsson KB (importer, retailer, sales agent), Kungsholmsgatan 30, Stockholm. WTD 3/13/62.

509 Wholesaler Products

NEW ZEALAND—Stainless steel scrap obtained from extra full, hard, cold rolled material, in gauge sizes from 18-20; quantity up to 3 tons annually; remnants down to approximately 10" x 2" acceptable in any high tensile quality grades. Cutlerycraft Co. (importer, wholesaler, manufacturer), P.O. Box 2050 or 38 Seafield View Rd., Auckland, C.3. WTD 11/30/62.

824 Correspondence, Vocational Schools

★★ **ITALY**—Operates school for teaching business methods in Sicily. Wants to represent U.S. companies to handle their text books, printed materials, machines and other products. (I.S.I.D.A.) Istihito Superiore per Imprenditori e Dingenti D'Azienda, via Stabile 136, Palermo, Sicily, Italy. IR A-100.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

121 Bituminous Coal

ITALY—Coal, first quality only. Luigi Monge S.p.A. (importer, exporter, wholesaler), Via N. Bacigalupo 4, Genoa.

200 Food

SWEDEN—Canned foods. Simon Backlund AB (importer, wholesaler, sales agent), Nackstromsgatan 1, Stockholm C. WTD 4/9/62.

201 Meat Products

GREECE—Frozen chicken. Exclusive agency. Elio Simon Hassid (sales agent), P.O. Box 239 or 31 Caningos St., Athens. WTD 1/24/63.

203 Canned Fruit Juices, Seafood

GREECE—California canned squid; frozen squid, frozen fish. Exclusive agency. Elio

Simon Hassid (sales agent), P.O. Box 239 or 31 Caningos St., Athens. WTD 1/24/63.

SAUDI ARABIA—Canned fruit juices for direct sale to consumer. Commission agency. Red Sea Shipping Co. (handling agent, broker, commission agent), P.O. Box 648, Jidda. WTD 1/12/63.

206 Sugar

GERMANY—Sugar and sugar by-products: white sugar, raw sugar, fodder sugar, beet sugar molasses, cane sugar molasses, leached and dehydrated sugar beet pulps, unleached and dehydrated sugar beet pulps; requests replies from manufacturers only. Richter & Schatz (broker, sales agent), 52 Am Birkenbusch, Postfach 367, 507 Bergisch-Gladbach near Bologne. WTD 1/22/63.

208 Beverages

SWEDEN—Wines and alcoholic beverages. Simon Backlund AB (importer, wholesaler, sales agent), Nackstromsgatan 1, Stockholm C. WTD 4/9/62.

220 Textile Mill Products

GERMANY—Carpets: Axminster, Tournai weave; tufted manmade fiber; upholstery fabrics; modern and period style, pile and flat weave; drapery fabrics: one shade or figured, plain or structured; requests replies in German. L. W. Fleischmann (sales agent), 58 Kaiserstr., Offenbach/Main.

SWEDEN—Cotton and rayon fabrics, solids and prints. Hans Bruno, Box 34, Aby.

SWEDEN—Textiles. Wirdegrens Agenturfirma (importer, sales agent), Kungsgatan 55, Stockholm. WTD 3/23/62.

224 Narrow Fabrics

PAKISTAN—Insulating material: black adhesive tape, silk tape. Imperial Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

229 Textile Goods

SWEDEN—Plastic coated cloth. Handels- och Agenturfirma Akago AB, Tre Liljor 5, Stockholm.

251 Household Furniture

HONG KONG—Aluminum casual furniture, dining room furniture, U.S. made Danish Modern living room furniture. Arnold Hall, managing director, H. W. Turning & Co., Ltd. (agent), Central Building, 3rd Floor, Pedder St., Hong Kong. WTD 9/28/60.

262 Paper

IRAN—Toilet paper, 650 sheets each roll; requests replies from manufacturers only with samples by air mail. Exclusive agency. Yafa Co., Ltd. (general partnership), Seray Haj-Hasan, Bazaar, Tehran. WTD 9/6/62.

264 Converted Paper, Paperboard Products

SWEDEN—Tags, labels, foil. Handels- och Agenturfirma Akago AB, Tre Liljor 5, Stockholm.

Writing material, cards. AB Hanso, Bielkegatan 4, Linkoping.

273 Books

NEW ZEALAND—Books: general, educational, and children's; no magazines or periodicals. Exclusive agency. Oswald-Sealy (New Zealand), Ltd. (publishers' representative, indent agent), P.O. Box 1289, or Jamieson's Bldg., 89 Customs St. East, Auckland. WTD 10/1/62.

280 Chemicals, Allied Products

SWEDEN—Raw materials for chemical, lacquer and varnish, and food industries. Torsten Bjurman, Sodergatan 19, Malmo C.

281 Industrial Chemicals

SOUTH AFRICA — Washable mill-scale flaking compound. Agency for South Africa. Corroless Sales (Pty.), Ltd. (manufacturer's agent), P.O. Box 3331 or 88 St. George's St., Cape Town. WTD 10/30/62.

SWEDEN—Retarders used in manufacturing concrete. AB Interpares, Orebro. WTD 6/17/59.

282 Plastics Materials

SWEDEN—Self-adhesive plastics, polyethylene. Handels—och AgenturfirmaAkago A 3. Tre Liljor 5, Stockholm.

283 Drugs

SWEDEN — Pharmaceutical specialties; requests replies from manufacturers only. Agency for Sweden. Medifa (importer, exporter, wholesaler, sales agent), Norrtullagatan 41-43, Stockholm Va. WTD 3/6/62.

284 Soap, Detergents, Cleaning Preparations

SWEDEN—Barbers' chemical supplies. AB Risor, Trollhattan. WTD 1/12/62.

286 Gum, Wood Chemicals

SWEDEN—Tall oil; tall rosin. Alfred Rimberg (importer, exporter, wholesaler, sales agent), Vartavagen 41, Stockholm. WTD 2/28/62.

291 Petroleum Refining

GERMANY—Light and heavy fuel oils; requests replies from producers only. Mineraloil-Handelsgesellschaft Voigt K.G. (wholesaler, sales agent), Roeselerstr. 3, Hannover.

306 Fabricated Rubber Products

SWEDEN—Rubber hose and rubber fenders; requests replies from manufacturers only. AB International Marine & Oil Development Corp. (exporter, manufacturer, sales agent), Storgatan 46, Stockholm. WTD 12/12/62.

307 Plastics Products

ITALY—Plastic devices for bookbinding industry and paper converters' specialties; requests replies in Italian. Stefano Pezio-Confezioni Cartotecniche (bookbinder), Via Geirato 8, Genova Molassana.

SWEDEN—Bunkering buoys made of artificial fibers; requests replies from manufacturers only. AB International Marine and Oil Development Corp. (exporter, manufacturer, sales agent), Storgatan 46, Stockholm. WTD 12/12/62.

Plastic household utensils. AB Ystad-Metall, Ystad.

322 Glass, Glassware

SWEDEN—Glass household utensils. AB Ystad-Metall, Ystad.

326 Pottery, Related Products

SWEDEN—Household utensils. AB Ystad-Metall, Ystad.

331 Steel Mill Products

ITALY—Coke; first quality only. Luigi Monge S.p.A. (importer, exporter, wholesaler), Via N. Bacigalupo 4, Genoa.

PAKISTAN—Iron and steel. F. H. Tirmizi & Co. (manufacturer's agent, commission merchant), Nila Gumbad, Lahore. WTD 1/23/63.

Steel poles. Syed Bhais, Ltd. (manufacturer, manufacturer's agent, importing distributor), P.O. Box 483 or 200 Ferozpur Rd., Lahore 12. WTD 1/18/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

PAKISTAN—Conductors: all aluminum, ACSR, copper; underground cables. Syed Bhais, Ltd. (manufacturer, manufacturer's agent, importing distributor), P.O. Box 483 or 200 Ferozpur Rd., Lahore 12. WTD 1/18/63.

336 Nonferrous Foundries

SWEDEN—Cast aluminum household utensils. AB Ystad-Metall, Ystad.

342 Cutlery, Hand Tools, General Hardware

CANADA—Tools for "do-it-yourself" handyman, hand tools, builders' hardware. Exclusive agency. Bernard G. Migi Agencies (manufacturer's agent, importing distributor), 7021 Clover Rd., Montreal 29, Que. WTD 1/9/63.

FRANCE—Hand tools; requests replies from manufacturers only. Pratic (importer, exporter, manufacturer, wholesaler, retailer, commission merchant), 34 blvd. Gorbella, Nice, A.M. Pamphlet describing articles Pratic is distributing and manufacturing available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). WTD 12/12/62.

SWEDEN—Nonelectric can openers, cutlery items, household hand tools, kitchen aids. AB Ystad-Metall, Ystad.

Hand tools; requests replies from manufacturers only. Ahlstroms Generalagentur (importer, sales agent), Fack, Enskede 7 or Muskogatan 5, Svedmyra. WTD 4/26/62.

346 Metal Stampings

SWEDEN—Household utensils of stamped and spun aluminum, stainless steel, and other stamped metals. AB Ystad-Metall, Ystad.

349 Fabricated Metal Products

BURMA—Empty decorated metal containers for talcum powder; requests replies from manufacturers only with c.i.f. quotations and samples of 10 oz., 4 oz., and 1 oz. tins. Amalgamated Agencies (importer, wholesaler, retailer, commission agent), 180 31st St., Rangoon. WTD 1/16/62.

SWEDEN — Metal foils. Handels- och Agenturfirma Akago AB, Tre Liljor 5, Stockholm.

353 Construction Equipment

BURMA—Crawler tractors, 220/270 BHP with blade and ripper; crawler tractor, 120/150 BHP, with blade and ripper, rubber tired dozer with blade, 200/220 BHP; self propelled 2 axle 14/15 cu. yd. scrapper; overhead loader, 3 cu. yd. buck capacity, crawler type; requests replies from manufacturers only for new equipment only. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

FRANCE—Hoisting equipment, such as cranes; requests replies from manufacturers only. Pratic (importer, exporter, manufacturer, wholesaler, retailer, commission merchant), 34 blvd. Gorbella, Nice, A.M. Pamphlet describing articles Pratic is distributing and manufacturing available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). WTD 12/12/62.

GERMANY—Road building equipment; black-top pavers, concrete pavement finishers; requests replies from manufacturers only. Exclusive agency. Felix Kloz (agent, importing distributor), Hauptstr. 85, Wiesensteig/Wuertt. WTD 9/13/62.

SWEDEN — Earthmoving equipment, cranes and vibration rollers for road construction; measuring instruments and appliances for materials used in construction jobs, such as earth, concrete, asphalt; requests replies from manufacturers only. Agency for Sweden. Svenska Traktor AB (importer, sales agent), P.O. Box 12139 or Gardsfogdevagen 14, Stockholm 12. WTD 12/5/62.

354 Metalworking Machinery

BURMA—Lathe machines, drilling machines, shaping machines, boring machines; welding sets with accessories; requests replies from manufacturers only for new machines only. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

FRANCE—Tool machinery; requests replies from manufacturers only. Pratic (importer, exporter, manufacturer, wholesaler, retailer, commission merchant), 34 blvd. Gorbella, Nice, A.M. Pamphlets describing articles Pratic is distributing and manufacturing available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). WTD 12/12/62.

355 Special Industry Machinery

ENGLAND—Industrial process equipment, such as, but not limited to, liquid handling and treatment equipment; food and/or chemical processing equipment. Exclusive agency. Megator Pumps & Compressors, Ltd. (manufacturer, exporter), 151 Gower St., London, W.C.1. WTD 3/24/60.

PORTUGAL—Plastic processing machines: injection and extrusion molding, blow molding, vacuum forming, and coating; requests replies from manufacturers only. Altex - Comercio e Representacoes, Lda. (importer, wholesaler), Rua de D. Estefania 46-1°, Lisbon 1. WTD 1/22/63.

SWEDEN — Labelling and band-rolling machines. Handels- och Agenturfirma Akago AB, Tre Liljor 5, Stockholm.

356 General Industrial Machinery

AUSTRALIA— Industrial hydraulic equipment. Wilmor Pty., Ltd. (importer, manufacturer), 163 Beauchamp Rd., Matraville. WTD 1/21/63.

357 Office, Computing, Accounting Machines

SWEDEN—Office appliances and equipment. Eric Rahmqvist AB (wholesaler, sales agent), Box 360, Johanneshov 3. WTD 10/31/61.

358 Service Industry Machines

ENGLAND—Automated dispensing equipment. Exclusive agency. Megator Pumps & Compressors, Ltd. (manufacturer, exporter), 151 Gower St., London, W.C.1. WTD 3/24/60.

SWEDEN—Vending machines: bowling, food and slot machines. AB Miami, Box 59, Tullinge.

361 Electric Transmission, Distribution Equipment

FRANCE—Electric equipment; requests replies from manufacturers only. Pratic (importer, exporter, manufacturer, wholesaler, retailer, commission merchant), 34 blvd. Gorbella, Nice, A.M. Pamphlet describing articles Pratic is distributing available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). WTD 12/12/62.

PAKISTAN — Distribution transformers. Syed Bhais, Ltd. (manufacturer, manufacturer's agent, importing distributor), P.O. Box 483 or 200 Ferozpur Rd., Lahore 12. WTD 1/18/63.

362 Electrical Industrial Apparatus

BURMA—Welding sets with accessories; requests replies from manufacturers only for new equipment only. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

363 Household Appliances

SWEDEN—Household equipment. AB Ystad-Metall, Ystad.

364 Electric Lighting, Wiring Equipment

BURMA—Fluorescent tubes, daylight type, 4' and 2'; requests replies from manufacturers only. Amalgamated Agencies (importer, wholesaler, retailer, commission agent), 180 31st St., Rangoon. WTD 1/16/62.

367 Electronic Components

FRANCE—Miniaturized components for computers and high-speed automatic machines; exceptionally good quality. Exclusive agency. Consortium de Precision Industrielle (importer, wholesaler), 57 ave. d'Iena, Paris 16e. WTD 8/2/62.

SWEDEN—Electronic components. Forslid & Co. AB (importer, sales agent), Radmansgatan 56, Stockholm. WTD 4/3/62.

371 Motor Vehicle, Maintenance Equipment

PAKISTAN—Automotive parts; automotive replacement parts for English cars and trucks. F. H. Tirmizi & Co. (manufacturer's agent, commission merchant), Nila Gumbad, Lahore. WTD 1/23/63.

379 Transportation Equipment

SWEDEN—Trailers. AB Miami, Box 59, Tullinge.

381 Engineering Instruments

FRANCE—Hydraulic components, such as actuators, navigational and flight controls; exceptionally good quality. Exclusive agency. Consortium de Precision Industrielle (importer, wholesaler), 57 ave. d'Iena, Paris 16e. WTD 8/2/62.

SWEDEN—Machines and tools for engineering industry. Svenska Maskinaffaren AB, Fack 68, Varnamo.

382 Instruments for Measuring Physical Characteristics

SWEDEN—Industrial and scientific measuring instruments and equipment. Ingeniorsfirma Hugo Tillquist (importer, retailer, wholesaler, sales agent), Sodra Langgatan 21, Solna. WTD 3/7/62.

384 Surgical, Medical Instruments

SWEDEN—Surgical instruments and medical supplies; requests replies from manufacturers only. Agency for Sweden. Medifa (importer, exporter, wholesaler, sales agent), Norrtullsgatan 41-43, Stockholm Va. WTD 3/6/62.

394 Toys

AUSTRALIA—Toys; requests replies from manufacturers only. Exclusive agency. Contax Pty., Ltd. (importer, agent), 22 Hunter St., Sydney. WTD 1/23/63.

395 Office Materials

SWEDEN—Office supplies, such as pens, pencils, carbon paper and inked ribbons. Norona (retailer, wholesaler, manufacturer), Asogatan 321, Stockholm. WTD 4/3/62.

399 Manufacturing Industry Products

SWEDEN—Barbers' utensils, technical supplies. AB Risor, Trollhattan. WTD 1/12/62.

Smokers' utensils. AB Hanso, Bielkegatan 4, Linkoping.

New bids to be invited for Damascus airport

Project tenders are expected to be advertised soon for the new Damascus International Airport. Opening of bids is tentatively scheduled for late March or early April. Details will be published as soon as they become available.

This opportunity results from the rejection of all bid proposals submitted on July 3, 1962.

Egypt extends bid deadline for cold storage plants

Bid deadline for the supply and erection of 17 cold storage and ice manufacturing plants in Egypt has been postponed from March 5 to May 6 (see INTERNATIONAL COMMERCE, July 2, 1962, p. 25).

Announcement of the extension was made by the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, UAR.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Fruits, Vegetables, Seafoods

ITALY—All types of food specialties and wines. NAEF Brothers, Palazzo S. Francesco, 15 Largo Duomo, P.O. Box N. 173. WTD 1/15/59. For List of Italian Products write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

232 Men's, Youths' Sportswear

FRANCE—Sportswear, bathing suits, ski-pants, overalls for men. Société Bossein, 45 rue du Marechal de Lattre de Tassigny, Andresy (Seine & Oise). WTD 2/5/63.

HONG KONG—Custom-tailored garments. Tungsun, No. 48, Queen's Rd., Central Hong Kong. WTD 3/17/59.

233 Women's, Misses' Outerwear

AUSTRALIA—Exclusive ladies fashion wear. Masterdress Pty., Ltd., 44 Macleay St., Potts Point, Sydney. WTD 1/14/63.

FRANCE—Sportswear, bathing suits, ski pants for women and children. Société Bossein, 45 rue du Marechal de Lattre de Tassigny, Andresy (Seine & Oise). WTD 2/5/63.

242 Sawmill, Products

BRITISH GUIANA—Greenheart timbers. Life span of this timber under water is over 100 years; when pulled out still has further life of about 25 years. Toolsie Persaud, Ltd., Lots 1-4 & 10-12, Lombard St., Georgetown. WTD 11/10/61.

NIGERIA—50 tons monthly first quality Black Ebony Billets, as well as piassava and sawn timbers. Niger Trading Co., 83 Egerton St., P.O. Box 78, Calabar. WTD 12/28/62.

249 Wood Products

PORTUGAL—Cork flooring tiles and cork wall panelling, compressed cork sheets for motor gaskets, champagne corks, whisky corks and straight corks for wines. Mundet & Ca. Lda., Av. Antonio Augusto de Aguiar, 19-10. WTD 8/6/54. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

HAITI—Mahogany woodenware. Charles Mathurin,, 85 rue du Centre, 85, Port-au-Prince. WTD 9/16/59.

253 Public Building Furniture

SPAIN—Complete line of school and office furniture of highest quality. Ta-Me-Ca, Calle de Timoteo Domingo 39, Madrid 17.

283 Drugs

ITALY — Chemicals for pharmaceutical laboratories, of very high purity, supplied in compliance with most important pharmacopoeiae, as F.U.U.S.P., B.P. and D.A.B. and tartaric acid and cremor of tartar. Euroscambi, Piazza de Marini, 3-31, Genoa. WTD 12/23/60.

302 Rubber Footwear

PHILIPPINES—Sneaker shoe type, uppers made of typical Philippine fibers in attractive pattern; latest flattened rounded last shape; special insole construction, shoe washable; white rippled rubber sole, by cementing process; colored sandwiched heel to match uppers. O'Swanie Shoe Factory, 651 Gandara St., Manila.

314 Footwear

JAPAN—Vinyl shoes, cloth shoes (canvas, corduroy, velveteen). Kato Bussan Kaisha, Ltd., 10, Kitanagasa-dori 3-chome, Ituta-Ku, P.O. Box 60, Kobe. WTD 3/4/59.

323 Glass Products

SWEDEN—Household glassware. AB Ruda Nya Glasindustri, Stockholm 14. WTD 2/1/63.

362 Electrical Industrial Apparatus

SWEDEN—Electronic relays of different types, particularly for use in homes and offices, and float type level indicator. Inreco AB. Sodermalmstorg 4, Stockholm. For leaflets in Swedish write to Commercial Intelligence Division, BIC, Department of Commerce, Room 1310, Washington 25, D.C.

Instruments for controlling industrial processes. Ontenjorsfirman L. Ekelund, Tyska Bottens vag 38, Bromma. WTD 2/7/63.

369 Electrical Machinery

ITALY—Precision parts and components, especially in electric field but also in compressed air products and other metal machining. I.C.O. S.a.s. Piazza J. de Varagine 2-3, Genova-Sampierdarena. WTD 4/21/59.

384 Dental Supplies

SWEDEN—Dental supplies and equipment. AB Forsbergs Dentaldepot, Hollandargatan 21 A, Stockholm C. WTD 1/29/63.

532 Mail Order House Products

INDONESIA—Indonesian mint (new) stamps and first day covers. Guntur Stamp Co., Perak Barat 119, Surabaya. WTD 1/14/63.

599 Retail Store Products

FRANCE—French dolls, dressed in regional costumes. Société Bossein, 45 rue du Marechal de Lattre de Tassigny, Andresy (Seine & Oise). WTD 2/5/63.

Direct to interested art dealers and individual customers, unframed oil paintings on canvas, her own art creations including landscapes, street scenes, portraits, and other subjects. Hand-painted, executed in following current sizes: 20 x 24 in.; 24 x 35 in.; and 35 x 48 in. Catherine Leclaire, 3 rue Saige, Bordeaux, Gironde. WTD 2/13/63. For color slides write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

SWEDEN — Utility cases, beauty boxes, night caps, shower caps and comb caps. AB Romella, Rorstrandsgatan 12, Stockholm, Va. WTD 2/5/63.

Good quality old-style Swedish peasant furniture and household items, handicraft, giftware, Christmas table and Christmas tree decorations made of wood, wrought iron, copper, brass and pewter. Also "troll" figures. Harry N. Bostrom, Byggmastargatan, Borlange. WTD 9/21/62. For leaflets write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Pocket knives, steel rules and sliding calipers. Emil Olssons Fickkniv Fabriks Aktiebolag, Postfack 70, Eskilstuna. WTD 10/8/56.

Moroccan wants to represent auto spare parts companies

A. J. Canada, avenue Mohamed V., Tangier, Morocco, wishes to represent U.S. manufacturers of automobile spare parts in operations in free ports. He proposes to maintain stocks of spare parts and ship to distributors in Europe and North Africa.

He believes that maintaining stocks in the free ports of Tangier, Ceuta, Cadiz or Gibraltar would enable U.S. manufacturers to fill orders from their European and North African agents more promptly and efficiently.

Mr. Canada can operate in all 4 ports and would use whichever is most advantageous. He would ship parts by air freight, parcel post, sea or land depending on the circumstances. He would like the parts shipped to him on consignment.

Since his services would be limited to maintaining stocks and filling orders, he would not be competing with already established agents.

A WTD report dated 9/7/62 is available from the Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Chemical company in Canada able to help U.S. exporters

A Canadian chemical firm has offered its services to U.S. exporters who require manufacturing for handling of various chemical products to be processed in Canada.

The company is Van Camp Products & Sales, Ltd., 60 Clarkson Ave., Toronto 10, Ontario. Described as manufacturers of alkaline cleansers, water compounds, paint removers, metal and phosphative compounds, the firm sells to approximately 500 industrial and commercial companies all over Canada.

Additional information is available from the Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-2498).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

MOROCCO—Archilton, 3 rue Pol Lapeyre, Rabat, Morocco, architects for **Rabat Hilton Hotel project,** soon will issue tenders for **electrical-mechanical work** of proposed project. Interested firms should contact above named firm as soon as possible. Firms expressing an interest will be furnished plans and specifications by Archilton when tenders are issued.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Burris P. Butler, representing Magnus Chemical Co. Pty., Ltd., 136 Bridge Rd., Richmond, Melbourne, interested in new agencies in **corrosion prevention**, and possibly allied applications in **chemical field** and requesting technical information on same. March 8 via Honolulu for 4 weeks; Cook's Travel Agency, 587 Fifth Ave., New York, N.Y. Itinerary: Buffalo, New York, Los Angeles, Pittsburgh, possibly others.

Graham Clark, representing W. Grant Furnishings Pty., Ltd., 211 George St., Sydney, interested in purchasing **mirrors, lamps, lighting fixtures**, and **office furniture** and requesting technical information on **home furnishings**. March 10 via San Francisco for 3 weeks; Australian Trade Commissioner, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, New York.

R. W. Mullis, representing Wilfrid Owen (Aust.) Pty., Ltd., 71 Wilson St., Newtown, New South Wales, interested in manufacture under license or direct import of **cosmetics, toilet preparations, chemist's sundries and pharmaceuticals**. March 12 via Honolulu for 6-8 weeks; A. Breslauer Co., 745 Fifth Ave., New York, N.Y. Itinerary: San Francisco, Los Angeles, Las Vegas, Denver, Oklahoma City, Washington, New York, Boston, Cleveland, Chicago, Spokane.

R. H. Patterson, representing Campbell Brothers, Ltd., Campbell St., Bowen Hills, Brisbane, Queensland, interested in **chemical products** for industrial use (adhesives), chemical products for treatment of timber and chemicals for meat industry and requesting technical information on same. March 4 via San Francisco for 5 weeks; Australian Consulates General at San Francisco and New York. Itinerary: San Francisco, Detroit, Cincinnati, Columbus, Chicago, Buffalo, Philadelphia, New York.

CYPRUS—Haig Mangoian, co-director of "Mangoian Bros., Ltd.," P.O. Box 98, Nicosia, one of leading local import houses of photographic equipment and supplies, interested in meeting with U.S. manufacturers and exporters of **photographic goods** to discuss possible cooperation. Feb. 26 via New York for 15 days; Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave. New York, N.Y. Itinerary: New York, Boston, Washington.

ENGLAND—George Copeman, representing Business Publications, Ltd., Mercury, House 109-119 Waterloo Rd., London, S.E.1, interested in meeting **publishers**, particularly in **business management**; also **schools of business administration** and professional organizations in this field. March 13 via New York for 14 days; British Consular General, 99 Park Ave., New York 6, N.Y. Itinerary: Boston, Detroit, Chicago, Washington.

Alan Field, representing Raywarp Textiles, Ltd., Alfred St., North, Nottingham, interested in attending **International Beauty Show** at New York Hilton and in meeting manufacturers and exporters of **notions** with view to purchase for distribution in U.K. through hairdressing and beauty salons, chain stores. March 9 via New York for 14 days; Waldorf-Astoria Hotel, New York, N.Y. Itinerary: New York.

F. N. Goodwin, representing Raywarp Textiles, Ltd., Alfred St., North, Nottingham, interested in purchasing **machinery for sewing of trimmings on to lingerie**, purchasing **trimmings for lingerie** and selling **Nottingham lace** made on weavers' machines. March 9 via New York for 2 weeks; Waldorf Astoria Hotel, New York, N.Y. Itinerary: New York, Chicago.

D. Whittaker, representing Lead Wool Co., Ltd., Snodland, Kent, interested in meeting industrialists in connection with **metal powders**, (aluminum, zinc, magnesium, copper, bronze, lead, tin, solders). Also makers of **machinery to manufacture sieving of such powders**, both atomized and ground and all fine metal powder used in paint industry. March 3 via New York for 3 months; British Consulate General, 99 Park Ave., New York 6, N.Y. Itinerary: Essex (N.J.), Rochester, Muncy (Pa.), Toronto, Midland (Mich.), Milwaukee, Chicago, Seattle, Portland, Winniemucca (Nev.), Torrance (Cal.), Cedar City (Iowa), Greenbank (Tenn), Miami.

GERMANY—Guenther Behrens and J. B. Lange, representing (1) Heinrich Paas, 97 Bruckmannstrasse, Essen; (2) European "Vege", 740 Keizersgracht, Amsterdam, interested in additional imports of **canned fruit and vegetables, juices, canned chickens and deep frozen poultry**. March 10 via San Francisco for 3 weeks; Hotel Mark Hopkins, San Francisco, Cal. Itinerary: San Francisco, San Jose, Los Angeles, Indianapolis, Washington, New York.

ITALY—Alfredo Cocciadiferro, Sr., representing group of Italian firms in mechanical and electro-mechanical engineering field, V. Carlo Poma 2, interested in promoting joint venture between U.S. firms and Italian firm he represents; for manufacture in Italy of **gas turbines** and of **mechanical and electromechanical equipment** in general. March 11 via New York for 1 month; 255 Linden Ave., Buena Vista, Va. Itinerary: New York, possibly other cities.

Franco Melano, representing firm Franco Melano, 106, Corso Massimo d'Azeglio, Turin, interested in securing exclusive sales representation in Italy for U.S. firms manufacturing **lifting and conveying machines and equipment**; also **refrigerators** and requesting technical information on latest U.S. developments in above mentioned lines. Early in March via New York for 14-21 days; Park Sheraton Hotel, 7th Ave., New York, N.Y. Itinerary: New York, Cleveland, Chicago, Coalville (Utah).

PAKISTAN—Abid A. Barma, representing Barma & Co., 24, Badri Bldg., McLeod Rd., Karachi, interested in contacting U.S. manufacturers of **insecticides and bitumen, cast iron pipes, iron and steel**. Feb. 14 via New York for 1½ months; Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Houston, San Francisco.

C. H. F. Khilnani, representing Consolidated Equipment Co., 805 Mahmudi House, McLeod Rd., P.O. Box 4093, Karachi, interested in **earthmoving, construction, asphalt, diesel power, tools and workshop compressors and allied, agricultural, handling and conveying equipment and machinery**. Feb. 14 via New York for 2 months; c/o American Express Co., 649 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Pittsburgh, Cleveland, Akron, Detroit, Chicago, Peoria, Aurora, Indianapolis, Lima, Seattle, San Francisco, Los Angeles, Honolulu, Denver, Milwaukee, Kenosha, St. Paul, Minneapolis.

PERU—Alfredo Seminario Alban, representing Cayetano Heredia 113 (P.O. Box 231), Piura, interested in contacting U.S. manufacturers of **animal-drawn agricultural implements**. Feb. 25 via Miami for 1 month; c/o Peruvian Consulate General, 10 Rockefeller Plaza, New York, N.Y. Itinerary: Miami, New York, Minneapolis, Rochester (Minn.), Wichita, San Francisco, Los Angeles.

SYRIAN ARAB REPUBLIC — Zouheir Auf, representing Adib Auf & Sons, P.O. Box 857, Selim Jeanbart St., Aleppo, interested in buying **refining and pressing machines** and other equipment for **cottonseed oil factory**. Early February via New York for 1 month; Leigh Textile Co., Boston. Itinerary: not definite.

URUGUAY—Carlos Matto Villaverde, representing Cassarino Hnos. S.A., Galicia 1069, Montevideo, interested in contacting exporters and dealers handling **hardware, marine supplies, naval stores, construction and agricultural machinery**. Feb. 20 via Los Angeles for 25 days; Department of Commerce Field Office, Rm. 450, Western Pacific Bldg., 1031 S. Broadway, Los Angeles, Calif. Itinerary: Los Angeles, Chicago, New York, Baltimore, Miami.

Market for machine tools growing fast in Denmark

The market for machine tools in Denmark is growing as the trend toward greater industrialization continues.

The nation has a small but lively machine tool industry, concentrated in the metalworking tool sector and specialized in grinding machinery and presses.

Imports still exceed domestic production by a substantial margin in spite of production increases in 1958 and 1959. Rising costs have hurt the Danish competitive position since mid-1961, with a consequent slight dip in output. In 1962 production recovered somewhat, but foreign suppliers claimed the lion's share of an expanded Danish market for all types of machine tools.

U.S. exporters seeking to enter the Danish market should move quickly. The Danish machine tool industry itself is growing, and while the breakdown of EEC negotiations at least defers the moment when German suppliers could become even more competitive on this market, it may stimulate British competitors. The Soviet Bloc continues to make attractive offers of machine tools to increase trade with Denmark.

Additional information is available on loan from the Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-2498).

Bids requested by Nigeria for switchgear equipment

The Electricity Corp. of Nigeria is inviting bids for the supply and erection of 132 kv., 66 kv. and 11 kv. switchgear and equipment together with associated control and protective equipment, 400 v. switchgear, power and control cabling, batteries and d.c. equipment required for development of the power transmission system in the Eastern region of Nigeria.

Bids covering contract 1033/324 will be accepted until 12 noon, April 19. Documents may be obtained from the Secretary, The Electricity Corp. of Nigeria, 13 Broad St., P.M.B. 2030, Lagos, for $56 not refundable. A précis of the contract works is available for review only in Room 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

New Books and Reports

***Proceedings of the Fourth (1962) Institute on Private Investments Abroad and Foreign Trade.* Sponsored by the Southwestern Legal Foundation, Dallas, Texas. Published by Matthew Bender & Co., New York, 1962. 285pp. $20.**

This interesting and informative collection of papers focuses on investment and trade in Latin America, the implications for foreign investors of the Alliance for Progress and the new tax law.

The method of presenting a series of papers geared around a broad subject in a single volume provides the reader with short, incisive analyses on many facets of a basic problem.

Ranging from analyses of the "Trade Expansion Act" and the "Alliance for Progress" to "U.S. Public and Private Investment in Latin America," these papers all provide a great deal of information within very short compass. This is particularly true regarding the highly technical, yet clearly understandable series of 4 articles on legal and economic aspects of taxation on private investments abroad.

A paper on the "Role of U.S. Income Tax Treaties in Relieving Double Taxation" analyzes the actual success of these treaties in eliminating double taxation and explores the effect on foreign trade and investment without them. The author surveys other benefits and costs of tax treaties and also furnishes a bibliography, **C.W.V.**

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1962-63. Annual subscription $18 ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Investment Law in the Republic of Gabon. OBR 62-20. 10pp. An unofficial State Department translation of the law enacted December 4, 1961.

Basic Data on the Economy of Czechoslovakia. OBR 62-27. 18pp. Gives general background information, and data on the national economy, agriculture, industry, forestry, fishing, transportation, finance, domestic trade and foreign trade (detailed treatment). Also contains a 32-entry bibliography.

Basic Data on the Economy of Guatemala. OBR 62-35. 24pp. Outlines the structure of the economy and summarizes Guatemalan agriculture, forestry and fishing, mining and petroleum, industry, power resources, transportation, communications, insurance, finance, foreign trade, economic development and marketing procedures.

Import Tariff System of Guatemala. OBR 62-37. 3pp. Covers bases for assessing duties; preferential and differential duties; internal taxes; trade restrictions and special regulations; consular fees and required documents.

Establishing a Business in Lebanon. OBR 62-41. 8pp. Describes the Government's policy toward private foreign investment; factors affecting Lebanese foreign trade; laws concerning the various types of business organization; rules regarding employment; taxation; and regulations on patents, trademarks and copyrights.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Basic Data on the Economy of the Federation of Rhodesia and Nyasaland. OBR 62-44. 12pp. Outlines the form of government; structure of the economy; financial structure; status of economic development; mining, agriculture, forestry and fishing; external and internal trade; trade policy; Government purchasing; marketing procedures; industry; construction; electrical power, transportation and communication.

Preparing Shipments to Finland. OBR 63-2. 7pp. Lists the required shipping documents; rules for mail shipments; labeling, marking and packing requirements; entry, transit and warehousing regulations; the Hanko Free Trade Zone; procedures for abandoned or reexported goods, and customs procedures.

Living Conditions in Greece. OBR 63-4. 9pp. Covers entrance requirements, customs procedures, foreign exchange regulations, the cost of living, taxes, health conditions, institutions, recreational facilities, transportation, communication and utilities.

Foreign Trade of the Federal Republic of Germany, 1960-61. OBR 63-7. 8pp. Tabular listings by commodities and countries, with special emphasis on trade with the U.S.

Contributions of Imports to U.S. Raw Material Supplies, 1961. OBR 63-8. 8pp. A tabular listing giving the amounts, relation to available supplies, and principal countries of origin.

Import Tariff System of Canada. OBR 63-10. 3pp. Describes the bases for computing duties, the dumping duty, tariff rates, method of duty payment, internal taxes, special invoice forms, trade restrictions and regulations.

India: A Growing Market for U.S. Products and Investment. OBR 63-26. 28pp. An extensive treatment, including a review of India's foreign trade (particularly with the U.S.) from 1951-61; import policy as a factor in trade restriction; foreign aid's effect on trade; U.S. development assistance; India's current 5-Year Plan; and the outlook for foreign investment. Conditions reported in the study are as they appeared shortly before the outbreak of hostilities with Communist China, but a preface to the report notes that "India is not abandoning its basic economic development objectives in favor of a crash defense production program."

***U.S. Commodity Exports and Imports as Related to Output, 1961 and 1960.* Published by the Census Bureau, U.S. Dept. of Commerce. Washington. 55 cents.**

The document groups basic data on U.S. exports, imports and domestic output into comparable commodity categories in accordance with the Standard Industrial Classification (SIC) industries in which they are covered. For these categories the report shows the percent of domestic output represented by exports and the percent of new supply represented by imports for 1960 and for 1961.

Manufactured commodity output data were derived from the 1961 Annual Survey of Manufactures which contained only value data on output. The new report relates exports to domestic output for over 750 commodity lines; imports are related to new supply for about 630 commodity lines.

Copies may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any Department of Commerce field office.

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Calendar *for international traders*

March

4-5—26th. Chicago World Trade Conference. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the Chicago International Trade Club.

5—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, Japan and Spain. **St. Louis, Mo.** Sponsor: U.S. Dept. of Commerce.

7—Luncheon meeting of the Machinery-Metals Export Club of **New York, N.Y.** Subject: Latin American Report.

7—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce.

7-8—Second Florida World Trade Conference. **Jacksonville, Fla.** Sponsor: Florida State Chamber of Commerce, in cooperation with U.S. Dept. of Commerce and other organizations. Speaker: Secretary of Commerce Luther H. Hodges.

10-15—International Bicycle Show and the 13th International Toy and Trade Fair. Statler-Hilton Hotel, **New York, N.Y.** Sponsor: International Trade Shows.

11—Businessmen's Consultations with Members of the U.S. Trade Mission to Italy. **Indianapolis, Ind.** Sponsor: U.S. Dept. of Commerce.

11—Foreign Credit Forum, Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

12—American Foreign Insurance Assn.'s Economic Research Roundtable, **New York, N.Y.**

12—Springfield Export Sales Managers Assn. Dinner Meeting. Betty's Old Towne House, **Agawan, Mass.**

12—Monthly meeting, Automotive Exporters Club of **Chicago, Ill.**

12—Export Expansion Workshop for Industrial Management Corporation Subsidiaries, **Memphis, Tenn.** (Rescheduled from Feb. 13).

12-13—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce.

13—Business Conference celebrating 75th Anniversary of Chico State College, **Chico, Cal.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

14—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

14—Monthly Meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—Businessmen's consultations, U.S. Trade Mission to Italy and Spain. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Dept. of Commerce.

14—Export Expansion Seminar for Businessmen and State Officials, Commodore Perry Hotel, **Austin, Tex.** Sponsors: U.S. Dept. of Commerce and others.

14—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Miami, Fla.** Sponsor: U.S. Dept. of Commerce.

14-15—Businessmen's Consultations with Members of the U.S. Trade Missions to Italy and Spain. **Boston, Mass.** Sponsor: U.S. Dept. of Commerce.

15—Industry-Government Business Opportunity Seminar, Ward Hotel, **Fort Smith, Ark.** Sponsors: Fort Smith Chamber of Commerce, Small Business Admin. and Dept. of Commerce.

15—Southern California Business Conference, Biltmore Hotel, **Los Angeles, Cal.** Sponsors: Univ. of Southern California and S. Cal. Regional Export Expansion Council. Speakers: Neil C. Hurley, Chairman, National Export Expansion Council; Eugene M. Braderman, Director, Bureau of International Commerce.

17—International Trade Meeting, National Assn. of Secondary Industries 50th Anniversary Dinner, Americana Hotel, **New York City.** Speaker: Jack N. Behrman, Asst. Secy. of Commerce for Domestic and International Business.

18-22—Fourteenth Annual Institute on Foreign Transportation and Port Operations. **New Orleans, La.** Sponsor: Tulane University School of Business Administration.

19—First of 6 weekly "Seminars on Principles and Techniques in Exporting," for firms or executives new to the field. La Salle Hotel, **Chicago, Ill.** Sponsor: International Trade Club of Chicago.

19—"Mechanics In Exporting" Seminar (first of 5 weekly sessions). **Laurel Mountain, Pa.** Sponsors: U.S. Dept. of Commerce and others.

19—Annual Rhode Island World Trade Conference, Colony Motor Hotel, **Cranston, R.I.** Sponsors: World Trade Club of Greater Providence Chamber of Commerce; and others.

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.** Speaker: Dr. Jack Bearman, Asst. Secy. of Commerce for Domestic and International Business.

19—Profits In Export Conference, St. George Hotel, **Brooklyn, N.Y.** Sponsors: New York Regional Export Expansion Council; Port of New York Authority; U.S. Dept. of Commerce.

19—Memphis World Trade Club Meeting, Hotel Claridge, **Memphis, Tenn.**

22—Export Expansion Workshop, Clarksville-Montgomery County Chamber of Commerce, **Clarksville, Tenn.**

26—World Trade Council Monthly Export Counseling Conference. **Pittsburgh, Pa.**

26—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

26-27—46th. Annual Convention of the International Executives Assn. Hotel Statler Hilton, **New York, N.Y.** Theme: "Managing and Marketing to Match Tomorrow-New Trends and Techniques in International Business."

28—World Trade Club of **St. Louis, Mo.** Dinner Meeting, Cheshire Inn. Co-sponsor: St. Louis Foreign Credit Chapter.

April

2—Seminar on Trade Prospects with the European Common Market, Univ. of Southern Mississippi, **Hattiesburg, Miss.** Sponsors: Regional Export Expansion Council and U.S. Dept. of Commerce.

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This engine lathe is 50 years old.

The boy is 14.

He has many years ahead of him-as a lathe operator, machinist, shop foreman and perhaps one day, factory owner.

But, the old engine lathe is about finished.

What equipment will replace it?

German? Japanese? Czechoslovakian?

Or yours?

U.S. Department of Commerce Washington 25, D.C.